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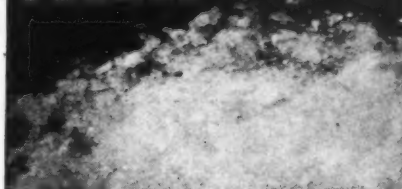


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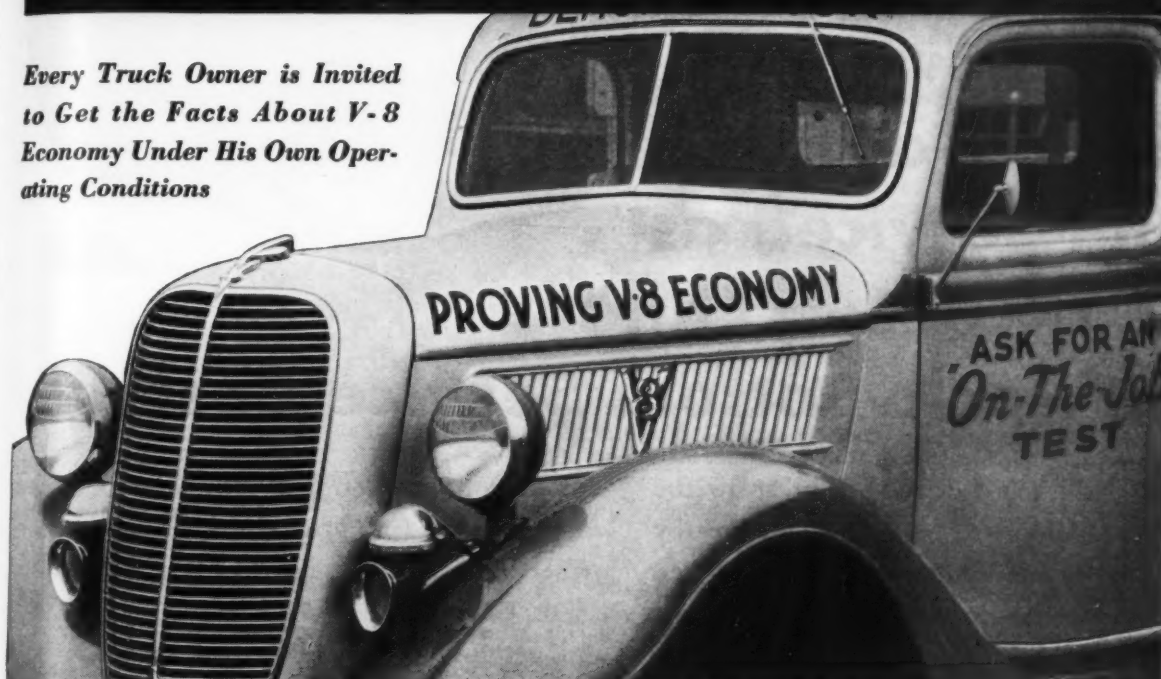
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# INTERNATIONAL TRUCKS

## " . . . a Subversion of Majorities . . . "

**L**OUIS D. BRANDEIS, the noted liberal and friend of labor has the following to say about labor and law:

"Lawless or arbitrary claims of organized labor should be resisted at whatever cost. . . . The history of Anglo-Saxon and of American liberty rests upon that struggle to resist wrong—to resist it at any cost when first offered rather than to pay the penalty of ignominious surrender. . . .

"Industrial liberty, like civil liberty, must rest upon the solid foundation of law . . . if lawless methods are pursued by trades unions, whether it be by violence, by intimidation or by the more peaceful infringement of legal rights, that lawlessness must be put down at once and at any cost."

We are prompted to ask whether this doctrine, so ably expressed by a man who is now an eminent member of our Supreme Court, has not specific and pointed application to conditions which exist today.

Industrial life is constantly becoming more complicated and vulnerable. In a modern mass production plant a single department or a few key machines may determine the continuity of work for many other departments or machines and for hundreds of employees. Because of this fact, a few "sit-down" strikers can throw thousands of other men out of work both directly through closing the plant immediately concerned and indirectly through stopping the flow of products and materials along the channels of trade.

There is apparently developing today a philosophy of labor relations which would result, it would seem, in a subversion of majorities and the imposing upon them of the will and wish of aggressive, arbitrary minorities. Will not such a philosophy in the long run prove injurious to the whole idea of trade unionism and have a detrimental effect on employees generally?

Involved in this tendency is a changed conception of property rights which affects all of us from the greatest to the least. Is it not true that most citizens of the United States own property—homes, personal effects or business establishments? Is not every American vitally interested in property rights and desirous of having these rights maintained for self protection? Doesn't it seem reasonable to expect—or is it futile to hope—that the actions and attitudes of "sit-down" strikers and their sympathizers, will result eventually in restrictive legislation. Is it not likely that the illegal seizure of property as a measure of coercion and that the practical abrogation of what has hitherto been considered a fundamental right of property ownership will create a popular demand for laws regulating labor organizations and making officers of unions responsible, legally, for acts which adversely affect the public welfare?

Such is the history of labor in England. The great general strike of 1926 brought about the passage of laws which, if on our own statute books at the present time, would make "sit-down" strikes impossible. The English law has in no way harmed labor nor prevented it from asking for and getting changes in hours or wages or working conditions. That is as it should be. Would not organized labor in America benefit materially if it, too, were subject, as such, to the same laws which apply to all other groups in American life?

Does not history show that we progress through the cooperation of all interests subject to the same or equivalent legislative restrictions? Can we build prosperity on favors extended to a few at the expense of the many? Can such prosperity endure?

Is it not apparent that there are so many different and diverse interests in this country that no one of them can be exploited without detriment to all?

Is it not evident that the future welfare of both labor and capital is dependent upon fair laws, equitably enforced without political considerations?

# PUBLIC WAREHOUSING THE KEY IN DISTRIBUTION

By K. H.

**D**ISTRIBUTION of Henry Bower Chemical Company's anhydrous ammonia, one of this Philadelphia firm's main products, is made through public warehouses situated in key cities and also by thirty-four selling agents described as distributors. In these ways the Bower organization is represented in twenty-seven States and District of Columbia.

Anhydrous ammonia is a colorless, pungent gas, liquefied by compression and packed in steel cylinders. The company does an extensive export as well as domestic business, so that the product is known in virtually all parts of the civilized world. It is used, to cite a few examples, as a refrigerant in ice-making plants, cold storage warehouses, breweries, dairies and meat-packing plants, as well as in the quick-freezing process for fruits and vegetables; for the nitriding of steel, in forming an extremely hard surface, as with airplane parts; and in the processing of certain rubber products and of certain modern plastics.

Warehousemen and distributors work for the company independently of each other. Completeness of service to customers is the objective, however.

The steel cylinders in which anhydrous ammonia is shipped comply with the rules and regulations of the Interstate Commerce Commission for compressed gas containers, insuring safety in transportation and handling. Each cylinder is tested to withstand a pressure of 900 pounds per square inch and has a valve which, protected by a steel cap, is designed to facilitate withdrawal of contents. Three sizes of cylinders are used, as follows:

"Jumbo": 7 feet long with diameter of 12 inches, or 2.7 milli-

meters by 3 decimeters; gross weight, 390 pounds; tare, 240 pounds; approximate net capacity, 150 pounds, or 68 kilos.

"Standard": 7 feet long with diameter of 10 inches, or 2.1 millimeters by 2.5 decimeters; gross weight, 270 pounds; tare, 170 pounds; approximate net capacity, 100 pounds, or 45 kilos.

"Small": 4 feet long with diameter of 10 inches, or 1.2 millimeters by 2.5 centimeters; gross weight, 255 pounds; tare, 105 pounds; approximate net capacity, 50 pounds, or 23 kilos.

Cylinders are weighed for tare before filling and for gross after filling, and the weights are entered on a shipping tag attached to each container. This weighing is done with the steel cap removed, to check the tare weight and to make certain that no ammonia remains. For identification purposes each cylinder bears a serial number and the company's name, which are stamped on a brass plate soldered on the outer rim at the valve end.

## Selecting Warehouses

In using public warehouses for spotting stock the Bower company is not actuated by economy but seeks to render that type of service promised the customer when first arrangements are made to supply him with the product. In some instances it would be less costly to ship direct from Philadelphia than to pay for delivery of orders from public warehouse to customer. Prompt and efficient service is a strong point with the Bower company, and this is attested by the fact that it now has on its list three more public warehouses than it had a year ago, the additions having been made to improve service. Thus it may be seen that the trend of spotting stocks in public warehouses is upward.

Close adherence to this dominant idea of providing the best possible service for the customer is illustrated in the Bower company's method of selecting both its public warehouses and its distributors. The company is not guided necessarily in the choice of a warehouse by the attractiveness of the building, inside or out, but rather by the knowledge that it is equipped to render the service desired and because of desirable location for the purpose in hand.

This consideration of suitable location is a paramount one. A Bower company representative, planning to find in a city a public warehouse which will fulfill conditions, first makes a careful survey of warehouses located in the industrial section. This is because virtually all users of the company's product are established in such areas. For example, in Chicago the meat-packing and ice-making plants are, naturally, in such a district, so there would be no object in choosing a warehouse in an outlying section, regardless of its appearance and facilities. In short, the company strives to spot its stocks near enough to its customers to insure prompt as well as efficient service.

After making the survey, the company representative contacts executives of that warehouse which he has reason to believe will best fit into the Bower warehousing program. He asks for names and addresses of concerns the warehouse now is serving, by way of references for investigation. If these prove satisfactory, the representative submits a letter to the warehouseman, outlining the particular type of service he is expected to give. This letter, by the way, is not a standard form which can be used indiscriminately for warehouses, inasmuch as the company may

to him in the first of these 'horizontal columns', as he has referred to our bottom lines. Just



# TING BOWER'S

Lansing

require different arrangements with certain of them, connoting, perhaps, more service from one than from another, as circumstances prescribe.

Naturally, before closing with a selected warehouse, the company representative asks the warehouseman to submit storage and cartage rates and whether he can guarantee satisfactory delivery service. If the rates are approved and the guarantee is forthcoming, the company then presents its Credit List, other information and requirements pertaining to its product and its handling, so the warehouseman may be enabled, through a thorough understanding of conditions, to perform his part of the agreement in the best possible manner. Among the points of information sought by the company is the name of the transportation concern making deliveries for the warehouse and whether this is comprised of the warehousemen's own trucks or of those of a hired carrier. The same holds good in the case of a railroad used by the warehouse.

In choosing its distributors the Bower company strives to connect with men who are merchandising lines either allied with, or in a way related to, the uses of its own commodity. Such lines, for instance, are refrigerating equipment, engineering supplies, chemical products. These distributors, the company has found, are more apt to prove satisfactory than those who are obliged to make special calls for the company's commodity alone. In appointing distributors the company does not deem it necessary for them to be located in an industrial section, as in the case of its warehousemen, although it does insist on their supplying service in line with the company industry and ideas.



Raymond G. Hassel,  
traffic manager

## COMPANIES WHICH STORE AND DISTRIBUTE HENRY BOWER CHEMICAL'S AMMONIA

Atlanta—Southeastern Bonded Warehouses  
Birmingham—Shaw Warehouse Co.  
Chicago—Railway Terminal & Warehouse Co.  
Cleveland—Curtis Bros. Transfer Co.  
Dallas—Koon-McNatt Storage & Transfer Co.  
Fort Worth—Texas & Pacific Terminal Warehouse Company  
Houston—Wald Transfer & Storage Co., Inc.  
Kansas City, Mo.—Walnut Storage & Distributing Co.  
Memphis—Memphis Bonded Warehouse Co.  
New Haven—The Smedley Co.  
New Orleans—Pelican Storage and Transfer  
New York City—West 33d Transportation Co.  
Niagara Falls, N. Y.—Stahl's Trucking Co.  
Pittsburgh—W. J. Downing Trucking Co.  
Portland, Ore.—Olsen Roe Transfer Co.  
Providence—J. Coyle, c/o Holly Terminal  
Richmond—Virginia Bonded Warehouse Corporation  
Rochester, N. Y.—Rochester Storage Warehouses  
St. Louis—Southern Terminal Warehouse  
San Antonio—Merchants Transfer & Storage Co.  
Savannah—John C. Helmken Co.  
Syracuse, N. Y.—Great Northern Warehouses, Inc.  
Toledo—Moreton Storage Co.  
Washington, D. C.—Littlefield, Alvord & Co.

# AMMONIA

## Credit List

A copy of the company's Credit List is issued both to warehousemen and distributors once a year, supplemented with corrections from time to time as found necessary. The orders are sent to the home office, to the local distributor, or to the local warehouseman; but in any case they are sent eventually to the local warehouse. The warehouseman is held responsible for adherence to this Credit List. In a case where the customer's name does not appear on the Credit List when an order is received, the warehouseman or the distributor is instructed to communicate immediately with the home office for directions. If a customer's name appears on the c.o.d. list, and the warehouseman or distributor permits him to withdraw material for his use on open account, the company assumes that the warehouseman or distributor is willing to shoulder the responsibility of guaranteeing the account.

The company requires the public warehouseman to send reports to the home office daily. It depends on the warehouses it uses for cartage and delivery; but at points where it has no warehouse the distributor must see to this work, as he understands he does not function entirely within the limitations of a selling agent.

The company does not insist on the use of special forms for reports from warehouses, but permits them to use their own forms, if they prefer, so long as they supply therein the information required. However, the company will furnish its own printed forms if the warehousemen desire them.

The warehousemen are expected to familiarize themselves with the Bower system of handling anhydrous ammonia in  
(Continued on page 95)

as the presses began to grind out our February issue, we received a modest statement from

# A BUSINESS PROGRAM TO MEET NEW ECONOMIC AND SOCIAL CONDITIONS

**Merchandise Warehousing Prepares for a Return of NRA  
—Cold Storage Institute for Tariff-Filing Is to Be Established  
—Kilbourne, Weatherred and Niemen Are Elected. Here Is a  
Summary of A. W. A.'s 46th Annual**

**By Kent B. Stiles**

THE outstanding features of the forty-sixth annual convention of the American Warehousemen's Association, held on Feb. 3-6 at the Hotel Drake in Chicago, were:

Adoption, by the merchandise division, of a "preparedness" program in anticipation of a return of some form of NRA at the urgings of President Roosevelt. The program contemplates a possibility, but not the certainty, of contacting the Federal Trade Commission with a set of principles covering fair trade practices somewhat analogous to the ones under which merchandise warehousing was operating during NRA days. The program is published on page 11.

Approval by the Association of Refrigerated Warehouses, the A.W.A.'s cold storage division, of a plan for establishing a voluntary open price refrigerated warehousing Institute for filing of tariffs. Details on page 20.

The merchandise group adopted resolution which (a) characterized as "a subterfuge" President Roosevelt's Supreme Court proposal; (b) condemned by inference

the "sit down" strikes which have become so prevalent in industry; (c) suggested "reconsideration" of rates to customers in the light of increasing taxes and costs; (d) urged an end to Federal, State and municipal competition with public warehousing; and (e) endorsed in principle the Interstate Commerce Commission's ruling in Ex Parte 104, Part VI. The texts of these memorials are to be found on page 11.

Labor's attitude on hours and wages was a dominant theme in discussions and papers throughout the convention, and there was obvious a determination by warehousing so to shape its business program that the country's economic, social and political changes could be met by intelligent readjustments.

L. B. Kilbourne of Chicago was elected general president. The new executive head of the merchandise division is G. K. Weatherred of Dallas, while the cold storage group honored G. F. Nieman of Pittsburgh. And it is at Pittsburgh that the association's 1938 assembly will be staged, on Feb. 2 to 5.

A summary of what took place at Chicago follows:

## General Sessions

IN his report as president at the opening general session D. S. Adams, Kansas City, Mo., announced at the start that the association's 1938 convention would be held in Pittsburgh on Feb. 2-5.

Alluding to new laws at Washington, Mr. Adams said "it is up to us to find out how much these are going to cost us, how we are to find the necessary revenue and what we are going to do about it." He defended business leadership against propaganda and attempt to stir up class hatred. He continued:

"Ill-advised statements from important sources bring misconceptions to the minds of uninformed people. This makes it all the more necessary that business men exercise their leadership. Business does not just run itself. Workers want good management and depend on it as much as management depends on workers. Anything that drives a wedge between will be inimical to all."

Declaring there was "more communism in this country than is generally realized," Mr. Adams said "a definite program of communistic origin is being carried forward, part of which may involve our industry."

Warehousemen as well as other business men must stand firmly by right principles and ideals in the face of racketeering, graft and dirty politics. He urged:

"They must take a more and more active part and interest in public affairs and their Government, and it is more and more necessary that we as an association

make our influence felt as far as possible in guiding State and national legislation affecting our business, as it is apparent that the country is leaning more in favor of laws which give greater power of control over business to State and Federal authorities.

"If we are opposed to greater interference by the Federal Government in business, then we must be careful we do not promote such Governmental interferences by continually running to Washington with our problems."

Referring to Social Security and other taxes, Mr. Adams declared it was "essential that every industry place itself in a position to pass these taxes on to the public, as it is not possible to absorb them."

Warehousing had the hope that the ICC "will use its power to stabilize the rate situation," Mr. Adams said; the ICC should set minimum rates, "because of the need of rate stabilization in order to remove discrimination in rates which seriously affects various communities and disrupts business." Also, "the return of the normal spread between L.C.L. and C.L. rates is vital to us."

Wilson V. Little, Chicago, general secretary, in his review of the year's activities, said the American's membership on Dec. 31 last was 399 in the merchandise division and 341 in the cold storage division—a total of 740.

(Continued on page 12)

him which reads in part, as follows: "Just in case you don't think I read every line in D & W,

## Resolutions Adopted by the Merchandise Division

**EX PARTE 104:** "It is the policy of the Merchandise Division, AWA, that we endorse the principles enunciated by the Interstate Commerce Commission in its recent decision in Ex Parte 104, Part VI, relative to railroad warehouses at the Port of New York and believe that these principles should be made equally applicable to all other warehouses in the other sections of the country, whether they be owned by railroads, steamship lines, or by political sub-divisions."

**RATES:** "Reconsideration of individual warehouse rate schedules might well be accorded in the light of present increased costs due to taxes, Social Security, and increased labor, equipment and material costs."

**GOVERNMENT COMPETITION:** "It is the considered opinion of this body, based upon many years of observation and practical experience, that insofar as the performance of warehousing services is involved, private ownership and individual initiative are more economical, efficient and far more desirable in the public interest than municipal, State or Federal ownership or operation."

"It is our further belief that all warehousing operations now being carried on by political sub-divisions should as rapidly as possible, by lease or sale, be turned over to private operation."

"We do not believe that the Government or any branch thereof can be a fair and impartial referee and at the same time be a player in the game."

**THE JUDICIARY:** "Whereas, in the course of historic national events, we, the people of these United States, are contending with the complexities of untried and unknown quantities; and

"Whereas, there is an increasing tendency to ignore the wisdom of our forefathers, who conceived and founded our Government a triple responsibility with an Executive, Legislative and Judicial check and balance; now therefore be it

"Resolved, that it is the firm and definite conviction of the members of the American Warehousemen's Association that the maintenance of our Constitutional prerogatives and our State sovereignties lies in the integrity of the Supreme Court of the United States and that there shall be nothing done to impair the power and force of that judicial body so wisely conceived and provided by our forefathers, unless and except the people of this country shall have first expressed themselves in their several sovereignties to what extent they may be willing to abdicate their powers."

"We regard the proposal of the President to appoint six additional members of the Supreme Court as a subterfuge to bring about limitation upon the powers of the Court and we hereby express our opposition to any such enactment."

**LABOR:** "As business men we recognize our responsibilities to our employees and believe that we should work with them to all of us such prosperity and happiness as the means of our affairs permit. We believe, however, that no satisfactory relationship can long endure unless it is based on law—law that is supported and obeyed by all concerned. We condemn most emphatically any action by employers or employees which disregards the reasonable rights of property owners and flouts the authority and the decisions of our Courts."

**PROGRAM OF PRESIDENT ROOSEVELT:** "Newspaper accounts state that the President's program includes the following:

"A. A new definition by Congress of interstate commerce sufficiently broad to include practically all of the country's industry, thus removing the criticisms of the United States Supreme Court with reference to the NRA.

"B. A new NRA limited substantially to maximum hours and minimum rates of pay for the purpose of encouraging reemployment.

"C. Trade practices previously covered under NRA to come under the jurisdiction of the Federal Trade Commission, their powers to be enlarged for that purpose.

"Your committee, while not taking a position with reference to that program, believes that the merchandise division should be definitely prepared to be heard before Congressional committees upon the above program. Your committee recommends that the following program be adopted:

"That the appropriate officers and counsel of the Merchandise Division be authorized and directed to present the following as the considered opinion of the Merchandise Division as to the cooperation which it can give to the President's program as outlined in the press:

"1. A definition of the Merchandise Warehousing Trade sufficiently broad to include all who engage in the storage of general merchandise for hire.

"2. Maximum hours and minimum wages, dependent upon locality; but no greater number of hours or lesser rates of pay be permitted in similar or competing industries.

"3. Prohibition against child labor.

"4. Trade Practices:

"A. Ethics—Prohibition against misrepresentation of services or facilities, defaming of competitors or subsidizing customers or those representing them.

"B. Every merchandise warehouseman to publish and file with the Commission a tariff containing rates and conditions to be applicable to all customers, not to be changed except upon 30 days' notice, and the warehouseman and his customer to be equally liable for violation of the terms of such tariffs, such violation being subject to appropriate penalties.

"Your committee believes it would be unwise to present to either a House or Senate committee proposals more detailed than those above, but believes that the foregoing is sufficient for presentation to committees of either House or Senate, but suggests that in elaboration the definition of the Trade contained in the late NRA Code be used with a further elaboration as to brokers; that hours and wages be likewise stated in substantially the same manner as in the Code; that the tariff provisions in addition to those stated above provide for the prohibition against secret rates or rebates, free service, or the quoting or charging of a rate that is a departure from the tariff.

"Your committee further recommends that the president of the Merchandise Division appoint a committee under whose direction the Merchandise Division proceed at once to negotiate with the Federal Trade Commission to the end that the Trade Practices referred to above in No. 4 be adopted and made binding by that Commission."





Banquet scene at Chicago convention of American Warehousemen's Association—in the grand ball room of the Hotel Drake, evening of Feb. 4

Divisional reports were submitted by Warren T. Justice, Philadelphia, as president of the merchandise group, and G. F. Nieman, Pittsburgh, as acting president of the cold storage section.

Harry A. Wheeler, Chicago, president of the Railway Business Association and a past president of the Chamber of Commerce of the United States, addressed the convention on national conditions. He declared that "the maintenance of our Constitutional prerogatives and of our State sovereignties lies in the integrity of the Supreme Court" and urged there be no change except through amendment to the Constitution.

Declaring there existed today "no central voice of American business," Mr. Wheeler said:

"There is no one question American business has today to solve of more importance to itself, in each of its organized branches, than whether it is going to trust to a Babel of voices, to a sometimes unfriendly Legislature, or whether it is going to center its power and concentrate its ideas and dissolve its differences and reach as much of a centralized program as it can, and unitedly go to the Government with the power of that expression behind it."

Mr. Wheeler predicted that Government control of the railroads was certain to come—if not directly by legislation, then by what he called "a new route." He explained:

"If public sentiment is against the direct legislation for the Government to buy the railroads and operate them, there is another way round through another

door, where, by making the only financial sources they shall have the sources of the Government, the Government shall gradually enter into the field of operation through membership on their boards and through the domination of these boards, as they inevitably do as government when their representatives sit."

William H. Spencer, Dean of the School of Business of University of Chicago, talked on "Toward the Future." Applying Cicero's *O Tempora! O Mores!* to present-day conditions, he translated it as "O what a hell of a mess we are in!" and discussed whether "democracy can be saved in this country. He reached this conclusion:

"The future may hold great promise for us and our children, but the ray of hope is small against the background of gloom. This country has the material resources to produce adequately and abundantly for all; its citizenry has the brains to furnish the leadership to create a society with good in it for all; business leaders have the experience and the knowledge to lead aright. The people still prefer business leadership; but how long they will prefer it will depend on the spirit and vision of that group of men. Pray that they see their opportunity and use it for the good of all before it is too late."

(Copies of the Wheeler and Spencer papers in full may be obtained at A.W.A. headquarters in Chicago.)

At the concluding general session on Saturday forenoon the association's general officers were elected. The personnel of these and of the officers of the two divisions appear on page 17.

### Merchandise Division

THE merchandise division sessions were opened with a report by the president, Warren T. Justice, Philadelphia, who predicted that activities at Washington during coming year would affect warehousing even more than in the past—in connection with legislation, activities of the ICC, the Maritime Commission, foreign trade zones, internal revenue and customs bonded warehouses, use of Government funds "for uneconomic but new warehousing facilities," etc. He urged that warehousemen "do all within our proper authority to maintain the principles" set forth in Ex Parte 104, Part VI.

"Control of the Federal Government over all the competitive transportation agencies doing a warehousing business at the ports" and "the lessening of the differential between carload and less than carload rates" were other problems concerning the industry, Mr. Justice added. He concluded:

"We must keep on fighting, not only that we may have the protection of our rights in relation to other industries, but also that we may retain and benefit by what we have accomplished. To do this we must continue strongly the efforts we have been making,

course, you may have meant Portland, Maine, or some other reader here but it looked

too



## General President



Warren T. Justice, Philadelphia, the newly-elected general vice-president



L. B. Kilbourne, Chicago



David H. Van Name, New York City, again chosen general treasurer

recognize that these things are so vital that in some respect they may be said to mean our very existence, and we must continue to bring to the attention of every member of our industry the responsibility he has to join with us and to help us carry on for ourselves."

Following a review, by Wilson V. Little, Chicago, executive secretary, of the year's activities, President Justice appointed committees, naming Theodore F. King, Chattanooga, chairman of the nominating committee, and Clem D. Johnston, Roanoke, Va., chairman of the resolutions committee.

As chairman of the committee on standards of fair competition, G. K. Weatherred, Dallas, reminded that this committee was created in June of 1935 after the collapse of NRA. Although the personnel is made up of former Code Authority members, "it is not an attempt to perpetuate the Code structure to its entirety," he said, but it was the desire of the division's executive group that "the members throughout our industry give their wholehearted support to the promulgating and perpetuation of a Code of Fair Competition."

Under NRA, administration of the Code was divided into ten regions, and Mr. Weatherred devoted a large part of his report to describing "the status of competition" among merchandise warehousemen in those ten territories.

This part of the report was read on Mr. Weatherred's behalf by A. E. Brooks, Fort Worth, secretary-manager of the Southwest Warehouse and Transfermen's Association, and the advices from the ten regions indicated generally a break down of the standards which had been effected under NRA. Mr. Weatherred said in conclusion:

"A study of these reports convinces us that our industry with a few exceptions has slipped considerably since the Code, and these exceptions are made up mainly of the warehouses operating in the States where State control exists.

"Beginning yesterday our industry should start getting our houses in order. We are not only faced with increase in labor and commodity prices but have already entered into and are now paying on the heaviest taxation period that the present generation has experienced. Our business is improving, which should remove the nervous competitive condition to a large degree."

In a report on "Legislation and Decisions of Interest to Warehousemen during 1936", S. M. Haslett, San Francisco, chairman of the legislative committee, cited pertinent Court rulings during the period covered, several of these having, as he pointed out, aided in maintaining the sanctity of warehouse receipts and the Uniform Warehouse Receipt Act.

Alluding to the possibility of spread of State control of warehousing, Mr. Haslett included in his report a letter from a storage executive in Ohio covering a proposed act being drawn up by the warehousing fraternity in that State for presentation to the State Legislature, "providing for the creation of a Warehouse Commission to be appointed by the governor and the majority of the commissioners to be actively engaged in the warehousing trade." This letter concluded:

"If it is not possible to set up a Warehouse Commission which will be controlled by the warehouse trade and practically independent of political influence, then the idea will probably die a natural death, as it is the feeling no regulation is better than a commission controlled by politicians."

In an outline of conditions at Washington, affecting warehousing, A. Lane Cricher, the division's counsel, brought out the following points:

No decision by the Attorney General is expected in the canned meat bids controversy for several months; he was not satisfied with what was obviously a rubber-stamp ruling by the motor carrier division of the ICC about warehousemen being in the broker class, and he did not think that the decision would stand; warehousing was definitely excluded from the Robinson-Patman Act, and he suggested the industry consider whether it would wish to be included; warehousing might expect new pieces of legislation which would apply to the industry; warehousing must look forward to regulation of wages and hours, and might, under new NRA legislation, be able to bring about stabilization of the industry.

Mr. Cricher read the report of E. V. D. Sullivan, Philadelphia, chairman of the committee on ocean and gulf ports. This covered warehousing practices at the port; railroad storage as involved in Ex Parte 104; and storage of import freight, under the U. S. Maritime Commission. Mr. Cricher said all these affected ware-



G. K. Weatherred, Dallas, elected president of the merchandise division



Wilson V. Little, Chicago, secretary of both the AWA and its merchandise group



Ray M. King, Syracuse, N. Y., re-elected treasurer of the merchandise division

housing at interior points as well as at the ports. Regarding Ex Parte 104, he thought it might be necessary for warehousing to test the ICC decision in the Courts before there could be effectuation, at points elsewhere than New York, of the Commission's decision.

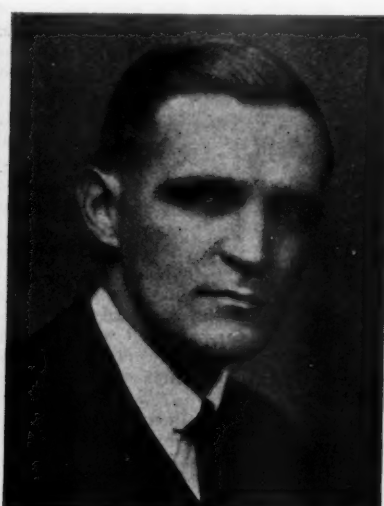
H. A. Palmer, Chicago, editor of *Traffic World*, addressed the group on "Present Trends in Transportation." The trend was definite toward government ownership of not only the railroads but of all forms of transportation, Mr. Palmer said, and this in turn would lead to Federal control of all business which contributes toward transportation, and this in turn would lead to government control of all business—in short, a socialistic state.

Mr. Palmer said there should be (1) a wider outlook toward the railroads on the part of shippers; (2) less grasping labor; and (3) more complacent railroad management in an effort to effect economies. But he saw "no hope for these," declaring that bureaucrats would never permit an equalized system of operation of all

forms of transportation. He concluded that he expected Government ownership within five years.

Asking warehousing's cooperation with the ICC under the Motor Carrier Act, L. C. Loughry, Chicago, a district director of the Bureau of Motor Carriers, outlined the obligations of shippers and the parts of the Act which deal with shippers, and stressed that the motor carriers with whom shippers deal must be ones who have received certificates.

Sidney A. Smith, Chicago, declaring that some form of revised NRA was inevitable and that warehousing must prepare itself for some sort of Government regulation, said the industry must be forehanded and prepare itself for these things, and on this basis he moved a special committee be appointed to consider the situation and to make a report before the convention closed. President Justice appointed as this committee the following: chairman, Clem D. Johnston, D. L. Tilly, New York City; Elwood W. Ford, New York City; G. K. Weatherred, Dallas, and Mr. Smith.



Members of merchandise division's executive committee—left to right: R. G. Culbertson, Cincinnati; Clem D. Johnston, Roanoke, Va.; Paul W. Frenzel, St. Paul. Mr. Frenzel was reelected president of Associated Warehouses, Inc.

in New York, many thanks; if not, just forget it." That's just what we referred to and we



Members of merchandise group's executive committee—left to right, E. V. D. Sullivan, Philadelphia; O. C. Taylor, Seattle; Elwood W. Ford, New York City

The report subsequently brought in by the Johnston committee is published in full among the resolutions on page 11.

After lengthy discussion, the first part of the report, setting forth a preparedness program with relation to trade definition, hours and wages, child labor, trade practices, and tariffs, was unanimously adopted.

The second part of the report, recommending that a special committee be created to negotiate with the Federal Trade Commission, was adopted by a vote of 23 to 14. In connection with this part, Mr. Johnston told the group that the adoption of the second part would not be interpreted as a mandate from the trade but that it was exploratory only and that the trade would be given plenty of opportunity to express itself before a decision was reached as to whether a committee would go before the Federal Trade Commission.

The delegates discussed at some length H. R. 1668, the proposed amendment of Section 4 of the Interstate Commerce Act—otherwise the "long and short haul" bill—reintroduced this year in Congress. It was clearly brought out that enactment of this measure would benefit some warehousemen and be a detriment to others. Opinion was so divided, in fact, that the division voted, on motion by S. M. Haslett, San Francisco, to table the subject as being controversial.

C. H. Sandage, Philadelphia, Chief of the Division of Transportation of the Bureau of the Census, addressed the group on "1935 Census of Warehousing." Copies of the results of this census were made available to the delegates during the convention, and a summary of it was published in the February *DandW*, beginning on page 78.

In his talk Mr. Sandage pointed out that traffic managers, sales executives, wholesalers, jobbers, and large retailers were "vitally interested in public warehousing" and that "it has become increasingly evident that business progress, for individual firms as well as for an entire industry, can be enhanced by using the facts of the past to help chart the policies of the present and future." He continued:

"One of the values to be gained from group figures is the opportunity they afford for comparing your individual operations with the operations of similar establishments. The finer the break-down of group figures, the more valuable they become as yardsticks for individual use.

"You will all be interested in the light the census figures will throw on the relation between motor trucking for hire and public warehousing. Your interest and

concern in the development of motor transportation as a competitor of and supplement to rail and water transportation has been growing. Many of you have introduced for-hire trucking as a companion business to your warehousing service. The two types of service are distinctly complementary, particularly where you are serving manufacturers and wholesalers in their distribution of products to retailers.

"The census report released today does not give figures showing the extent to which warehousemen are offering a trucking service to their customers. The final report, however, will give the facts on this subject. That report will show that about 26 per cent of the general merchandise warehousemen were also engaged in commercial trucking in 1935. It will show that it is the larger establishment that has added this service.

"The final warehouse report will also show that more than one-half of the household goods warehousemen are engaged in trucking for hire and that such warehousing accounted for more than 75 per cent of the total household goods revenue.

"It will be revealed that the actual revenue from trucking operations by those general merchandise and household goods warehousemen engaged in trucking amounted to more than 25 per cent of their total revenue.

"Farm products and cold storage establishments have not entered the trucking business to any degree. The relation between commercial trucking and storage services is not nearly as close here as in the case of household goods and general merchandise.

"Naturally, the same factors encouraging you to enter the trucking field are causing trucking concerns to enter the warehousing business. A measure of importance of this development in 1935 will be afforded by the census of for-hire trucking. That census is another distinct part of the census of business, and a number of reports have already been issued giving data comparable to that for warehousing.

"Tabulation of the information concerning the storage activities of for-hire truckers has not yet been completed. When it is complete, it will show the number of trucking concerns that were engaged in public warehousing in 1935 together with the total revenue obtained from such services. That report will be ready for distribution some time in April.

"In addition to providing definite data about motor trucking, the final warehousing report will give some much needed information about average wages of different employee groups. One question on the census

wrote and requested his permission to identify him for the benefit of you boys who have





A. L. Ford, new president of the American Chain of Warehouses. Mr. Ford is president of St. Louis Terminal Warehouse Co., St. Louis

warehouse schedule asked for the number of persons employed and the actual amount paid to them for one week. Figures were reported separately for full-time and part-time employees for each of the following functional groups: executives, office and clerical, warehouse and platform, transportation crews, and others.

"The final United States figures will show that the average full-time weekly wage reported for executives was about \$65; for office and clerical employees between \$25 and \$30; and warehouse and platform workers about \$20.

"These figures represent United States totals for all kinds of warehousing. There is some difference in the averages for the larger concerns and for the four kinds of warehousing, and a great deal of variation in the wages of warehouse and platform employees in different parts of the country. Thus, in the cotton and tobacco sections, where living costs are relatively low, wage rates are correspondingly low. This is particularly true in the case of warehousing farm products, where a great deal of unskilled negro labor is employed.

"The average for all full-time warehouse and platform employees in the South Central States was about \$16 per week. The highest average wage for similar employees (about \$26) was in the Middle Atlantic States, followed closely by East North Central States. The highest regional average wage for warehouse and platform employees was more than one and one-half that of the lowest.

"The final warehouse report will go into considerable detail in showing average wages for different employee groups. Such data will be shown separately for each kind of warehousing and for each revenue size group."

Mr. Sandage said the census reports showing extent and character of wholesale and retail trade by small areas "should prove of distinct worth in helping you to spot possibilities for soliciting new business." On this point he explained:

"Your business is closely related to certain types of merchandising and distribution practice. Drop shipments by manufacturers, spot stocks maintained by different kinds of distributors, etc., are all related to the sales volumes and transportation facilities of the areas served. Maps showing your location in terms of such facilities for delivering merchandise to the important retail and wholesale centers should prove of value in showing your ability to serve such territories. You can construct your maps of trading centers from our retail and wholesale trade reports. If the transportation facilities in your territory are inadequate, the addition of motor transportation to your services might prove of value."

Mr. Sandage concluded by soliciting warehousing's "constructive criticism and comments" concerning the census, saying they would be helpful "in molding the course of future studies of the public warehousing business."

The report of S. G. Spear, Boston, as chairman of

the committee of cost accounting and rating procedure, was read on his behalf by Mr. Little. It comprised largely opinions which Mr. Spear had gathered through correspondence with warehousemen in various parts of the country. The letters he received suggested that the evil of space-leasing at low real estate rentals was growing; that too many warehousemen were surrendering to shippers' demands for elimination of charges for the special services; that handling charges should be broken down into handling in and handling out; that a uniform stock report should be provided. Mr. Spear, alluding to the menace of vacant lofts and buildings being devoted to storage, predicted, however, that occupancy of public warehouses would return and that warehousemen would be able to get their rates back.

In response to a suggestion which had been made earlier in the convention, Mr. Cricher, as the division's counsel, prepared a formal statement of what he believed should be merchandise warehousing's position with regard to the broker section of the Federal Motor Carrier Act. As defined by Mr. Cricher, this position is as follows:

"Any warehouseman who renders and services which otherwise appear as services coming within the scope of the definition of broker is not a broker under the Act unless he is compensated for the services rendered and the compensation be derived from out of either (a) the remuneration paid for transportation to the motor carrier, or (b) a difference between the transport charges made and received from the shipper and the amount paid out for the transportation furnished.

"Under these circumstances the warehouseman is appropriately deemed a broker under the terms of Section 203(a) (18) of the Motor Carrier Act.

"Pending the determination of the status of each individual warehouseman who has filed for a broker's certificate for his protection, any warehouseman who is not a broker in accordance with the above statement should not, in our opinion, be called upon to provide insurance or bonds for the faithful performances of services as a broker until his individual status as a broker has been passed upon and determined by the Interstate Commerce Commission."

Jay Weil, New Orleans, in his report as chairman of the bonded warehouses committee, reviewed developments during 1936. There had been "no change in the attitude of the Collectors of Customs in the licensing of additional Class 2 space" and licensing of Class 3 bonded warehouses had "proceeded as usual," apparently without restriction, Mr. Weil said, and he urged the members to supply Mr. Cricher with information regarding conditions in their local communities so that Mr. Cricher could be in a position to obtain rulings favorable to warehousing.

Alluding to foreign trade zones, Mr. Weil expressed opinion that the only chance for their success lay in operation with private capital, initiative and ingenuity. "If private enterprise," he added, "is willing to put money in a project so doubtful of success as a foreign trade zone, some of us might not object to it, but we will strenuously oppose the use of any Federal, State, county or municipal funds."

John Simon, manager of the warehouse division of the sales department of Keystone Steel & Wire Co., Peoria, Ill., and who was president of the one-time National Distributors' Association, addressed the group on "The Future of Public Merchandise Warehouses from the Manufacturer's Viewpoint." He said in part:

"The traffic manager becomes an important link in your operations. Today he has his chance to take his place on a professional parity with other officials of his organization. He should look ahead to future markets. He should establish stocks at strategic points of distribution. On seasonal merchandise he must store his stock ahead of time.

"Never before has the traffic manager of vision and initiative had such an opportunity to distinguish him-

asked us to do so. And now, through the facilities of the air mail, and by permission of R. A. Pau



## A. W. A. Officers and Directors for 1937

### General Officers

President, L. B. Kilbourne, president Central Cold Storage Co., Chicago.

Vice-President, Warren T. Justice, vice-president Pennsylvania Warehousing & Safe Deposit Co., Philadelphia.

Treasurer, David H. Van Name, president F. C. Linde Co., New York City.

Secretary, Wilson V. Little, Chicago.

### Merchandise Division

President, G. K. Weatherred, associate manager Dallas Transfer & Terminal Warehouse Co., Dallas.

Vice-President, J. W. Howell, secretary Haslett Warehouse Co., San Francisco.

Treasurer, R. M. King, president King Storage Warehouse, Inc., Syracuse, N. Y.

Executive Secretary, Wilson V. Little, Chicago.

Assistant Executive Secretary, George A. Rhame, Chicago.

Executive Committee members: the president, vice-president, treasurer and

R. G. Culbertson, managing director Cincinnati Terminal Warehouses, Inc., Cincinnati.

Elwood W. Ford, vice-president Baker & Williams, New York City.

Paul W. Frenzel, vice-president St. Paul Terminal Warehouse Co., St. Paul.

Clem D. Johnston, operating executive Roanoke Public Warehouse, Roanoke, Va.

E. V. D. Sullivan, president Terminal Warehouse Company, Philadelphia.

O. C. Taylor, president Taylor-Edwards Warehouse & Transfer Co., Inc., Seattle.

### Association of Refrigerated Warehouses

#### (Cold Storage Division)

President, G. F. Nieman, president Union Storage Company, Pittsburgh.

Vice-President, R. M. Hagen, California Consumers Co., Los Angeles.

Treasurer, C. Goodfellow, president Texas Ice & Refrigerating Co., Fort Worth.

Executive Secretary, William M. O'Keefe, Chicago

Executive Committee members: the president, vice-president, treasurer and

L. M. Ashenbrenner, vice-president Great Lakes Terminal Warehouse Co., Toledo.

Robert Ireland, secretary Terminal Ice & Cold Storage Co., Portland, Ore.

Executive Committee (continued)

H. C. Kuehn, Wisconsin Cold Storage Co., Milwaukee.

P. L. Smithers, Jr., Produce Terminal Cold Storage Co., Chicago.

Paul S. Steward, president Arrow Transfer & Storage Co., Chattanooga.

Ralph C. Stokell, general manager National Cold Storage Co., Inc., New York City.

R. H. Switzler, vice-president St. Louis Refrigerating & Cold Storage Co., St. Louis.

H. L. Trask, manager United States Cold Storage Company, Kansas City, Mo.

L. B. von Weise, Seaboard Terminal & Refrigeration Co., New York City.

self as today. It is largely up to him to determine what the net profits of his firm are going to be. A traffic manager who understands the trend of the times knows that his job has become more than a simple traffic problem. It is a problem of economical distribution. He must cut costs wherever possible. He should know that he must eliminate the expensive private warehouse with its terrifying overhead, with its unused space and other expensive features. He should know that he must substitute the public warehouse where he can mass large amounts of merchandise on short notice or where he can keep small stocks where the market requires it. He should know that the use of public warehouses gives him a far more flexible system of distribution than the antiquated private warehouse system ever did."

The traffic manager, Mr. Simon continued, "ought to strengthen his relations with public warehouses—not strain them to the breaking point by making unreasonable and in some cases impossible demands."

Coining the expression "Good warehousing is not cheap and cheap warehousing is not good," Mr. Simon said there was no doubt in his mind "of the justice of the demand of warehousemen for a living income, one that will permit them to carry on their business efficiently and give proper service to their patrons." He continued:

"If the present trend of chiseling rates is continued, eventually the shipper will be confronted with inefficient service and facilities as a result of his own manipulations."

Apparently traffic managers were more and more

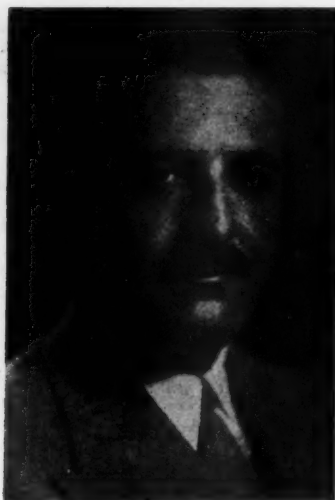
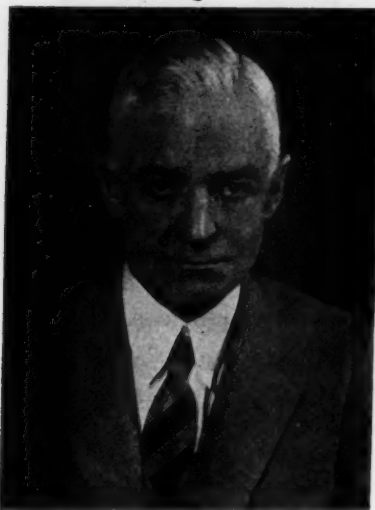
"buying warehouse space and service strictly on a dollar and cents basis," Mr. Simon said, and "in doing so they are throwing to the winds the greatest value in warehousing, which is service." Cheap warehousing was expensive, he declared, because "every time you pare down the price you knock out some essential quality of service."

(Mr. Simon's talk will be published at greater length in the April *DandW*.)

On motion by G. M. McConnell, Chicago, the convention voted that the part of Mr. Simon's paper having to do with traffic managers be printed and distributed to the warehouse industry. Mr. McConnell said an inevitable change "from a buyer's to a seller's market" offered warehousing "a bright hope" for business increase. Space vacancy of "distress" character was rapidly diminishing in Chicago, he declared, and "this will help us in stiffening our rates."

The delegates discussed the program topic "How are warehousemen to be reimbursed for the increasing cost of doing business?" and consensus was that increases in rates to customers were inevitable. It was brought out that groups in some parts of the country were preparing new tariffs. Predictions were made that the labor payrolls would increase tremendously in 1937, and speakers agreed that rates must be jumped proportionately if services expected by patrons were to be maintained without impairment. In short, the AWA members were importuned to have "more guts" about raising rates.

## New Yorkers Who Were Elected Service Group Executives at Chicago Convention



Left to right, S. C. Blackiston, who, a vice-president of Bush Terminal Company, was again chosen president of Distribution Service, Inc.; J. W. Terraforte, who was reelected secretary of the American Chain of Warehouses, of which he is eastern representative; and W. D. Leet, who continues as president of Allied Distribution, Inc.

W. E. Hegeman, New York, addressed the convention on "The Warehouseman and the Banker"—a paper in which he held that bankers and warehousemen were in effect partners. He emphasized that warehouse receipts were more and more becoming a vital factor as instruments of credit.

Prior to election of officers (personnel appears on page 17) and adjournment of the division's sessions, the resolution committee headed by Clem D. Johnston submitted the memorials it had prepared (and which are published on page 11).

The final paragraph of the resolution dealing with the judiciary characterizes as "a subterfuge" the proposal by President Roosevelt with regard to the United Supreme Court. The resolution as originally phrased by the committee did not include this paragraph. But before it was time for Mr. Johnston to read the original on the convention floor, the day's newspapers reached the Drake Hotel with the story of the President's plan. The final paragraph of the resolution was therefore tacked onto the original—and its unanimous adoption was greeted with a round of applause. The delegates then voted that a copy of the full memorial be placed in Mr. Roosevelt's "fan" mail.

The judiciary resolution—but, for a reason not disclosed, with the "subterfuge" paragraph omitted—was presented at the A.W.A.'s concluding general session on the following day and was adopted.

James Weber Linn, author and a member of University of Chicago faculty, addressed the association's annual banquet, discussing the country's economic and political changes and counselling warehousemen to readjust their businesses accordingly.

Vallee O. Appel, Chicago, a past general president, was toastmaster, and on behalf of the AWA he presented a silver service to D. S. Adams, the retiring general president, and Mrs. Adams.

Prior to the A.W.A. convention were held the annual meetings of Allied Distribution, Inc., American Chain of Warehouses, Associated Warehouses, Inc., and Dis-

tribution Service, Inc., service groups with which various A.W.A. members are affiliated. Stories of these meetings were published in the February *DandW*.

### Trucker Who Delivers for Railroads Is Held Common Carrier Under Motor Act

(Washington Correspondence): A hearing board of the Interstate Commerce Commission has ruled that a trucker who engages in pick-up and delivery service for railroads or motor carriers is a common carrier and thereby subject to the terms of the Motor Carrier Act.

This was handed down in classifying the application of Texas Fireproof Storage Co., Waco. This firm performs pick-up and delivery for a number of railroads and motor carriers within the confines of Waco.

The hearing board recommended that the company be given a license to operate as a common carrier. It was declared that:

"Motor truck operations in terminal service for the transportation of property are a part of the transportation service over which the Commission has jurisdiction.

"The pick-up and delivery services rendered appear available to all the line haul carriers entering the city of Waco and all shippers routing over those lines. The mere fact that the number of such carriers is necessarily limited cannot operate to change such common carrier status."—(Edwin Hartrich.)

### Cole Again Heads Kansas City Group

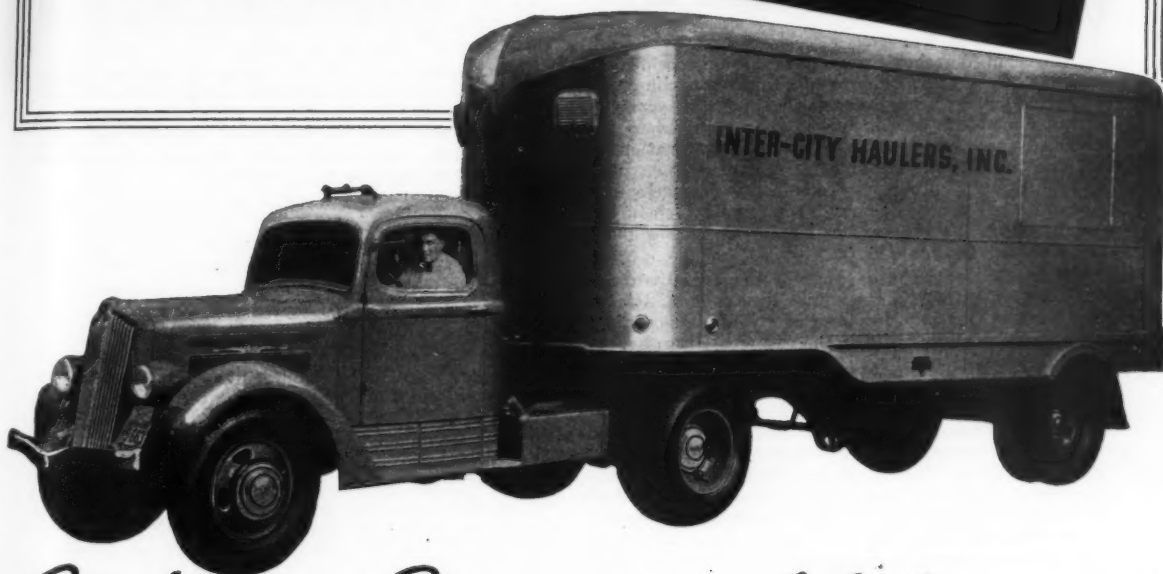
The Kansas City Warehousemen's Association at its recent annual meeting adopted a resolution opposing the proposed changes in the United States Supreme Court.

Frank M. Cole, president of Radial Warehouse Co., Inc., was reelected the association's president.

**Portland, Oregon. RAP Oregon? Not Paulson of Portland. He's a booster of the first water**

**TRANSFER AND  
STORAGE COMPANIES  
NEEDED IT!**

**WHITE  
BUILT IT!**



*And it's a Sensational Winner!*

The new White—at the lowest price in White history—is heading for a new sales record. Here is a White Truck—every ounce of it—with modern performance, unequalled economy, exclusive safety features and streamlined beauty of unusual advertising value. While the initial price of this new White is slightly higher than the "passenger cartype" trucks the total investment over a period of time is considerably less. For less total transportation investment you can now have all the advantages of White ownership from the beginning.

See the new Model 700 at the White Branch or Dealer in your city. Telephone for a demonstration. Terms as easy as any in the industry.

**THE WHITE MOTOR COMPANY • CLEVELAND**

**THE LOWEST PRICE FOR WHICH A**

***White*  
TRUCK  
HAS EVER SOLD!**

**NEW MODEL 700**

**12,000 LBS. GROSS**

**BASE \$  
PRICE 985**

**and up—at Cleveland Plant  
for Standard Chassis**

and certainly seems to know his Oregon. And this RAP business reminds us of another RAP



# OPEN PRICE INSTITUTE PLAN APPROVED BY COLD STORAGE WAREHOUSING

Refrigerated Group Endorses Idea of Organizing an Autonomous Agency for Filing of Tariffs as Forward Step in Promoting the Industry's Welfare

By F. EUGENE SPOONER

WITH foresight and a determination to face facts regarding its welfare, the Association of Refrigerated Warehouses, cold storage division of the American Warehousemen's Association, decided at its annual meeting at Chicago in February to adopt an open-price policy through formation of an autonomous Institute, members of which would be required to file published rates and live up to them. Organization of this new adjunct in the industry is expected not only to clear up many problems of competitive practice but to afford a check on customer-"shopping," which in the past has been largely responsible for the ills of non-compensatory rates.

The Institute plan is a result of the initiative of a Committee of Fifteen chairmanned by Frank A. Horne, New York, who, foreseeing need of a welfare movement in the trade, took upon itself the responsibility of making an independent survey, national in character, to determine what was wrong and to suggest remedial action.

This committee started functioning last October and embarked immediately on a program of fact-finding, employing Franz Neilson of the Franz Neilson Trade Association Bureau, New York, to assist in the effort and to prepare survey results so they could be presented at the Chicago gathering.

Prior to the convention the facts and plan of operation were outlined at regional meetings and there met with widespread endorsement, with resolutions adopted approving the idea in principle.

At Chicago Mr. Neilson presented a "Report of Survey and Recommended Plan for New Industry Welfare Movement in the Refrigerated Warehouse Industry." This, backed by explanation and discussion on the floor, erased doubts and disapproval of the plan.

According to the Neilson report the most conspicuous problem in the industry was found to be non-compensatory rates. In all, more than fifty problems are revealed in the survey, and all these contributed to or converged upon the one question of unprofitable rates.

Chief among the factors are "over-eagerness to fill the house regardless of remuneration; lack of an infrequency of publication of tariffs and uncertainty as to reliance on those tariffs which are published meaning what they say; failure of the several past efforts at stability, including fair trade practice rules under the Federal Trade Commission, the NRA movement and Fair Trade Practice Rules under the association's code; and the resulting lack of confidence in one another."

In Mr. Neilson's report to the convention a program was recommended wherein each member of the Institute would be asked to file his tariffs with it and to adhere to them "without variance or discrimination until a change is made and issued and published by him with equal formality."

Another feature of this program is a systematic filing of factual information indicating openly and currently how the plan is operating.

No concerted action in the fixing of rates or conditions in the making of tariffs is provided. Each member would make his own rates independently, but by filing them with the Institute would provide an open-price situation wherein claims of "shoppers" regarding rates could be checked for accuracy.

In the discussions it was brought out that this voluntary plan was somewhat similar to what might be expected by the Government should the latter ever see fit to investigate this field. This being a possibility, it was thought best to be prepared for such an eventuality and to straighten things out from all angles before being called on to do so by such an outside agency.

It was recommended that the Institute commence operations with a definite simplified reporting plan, to be followed later by other activities after due consideration on the part of the committee in charge.

The action taken by the convention is covered in the following resolution which was unanimously adopted:

"WHEREAS, The executive committee of this association has presented to this convention the recommendations of the Special Committee of Fifteen which contemplates the formation of an autonomous Institute under the auspices of the Association of Refrigerated Warehouses as outlined in the report of the Special Committee with recommendation that the balance remaining of a special fund of \$10,000 set apart for use by the Special Committee at a meeting of the executive committee Oct. 12, 1936, be allocated under the terms and conditions of the said resolution to said Institute, if and when formed, and with the further recommendation that the Special Committee be continued to the time of organization of the proposed Institute, and

"WHEREAS, The purpose of the proposed Institute is to formulate and put into operation plans for the betterment of conditions in the industry; now therefore be it

"RESOLVED, That the formation of the proposed Refrigerated Warehouse Industry Institute under the auspices of the Association of Refrigerated Warehouses, be and is hereby approved, and that when and as the officers of the proposed Institute shall certify to the executive committee of this association the due organization of the said Institute and the fulfillment of the conditions of the said Oct. 12, 1936, resolutions of the executive committee, the balance remaining of the special fund of \$10,000 be allocated to the said Institute; and be it further

"RESOLVED, That the Special Committee of Fifteen be continued to the time of organization of said Institute."

The cold storage sessions were presided over by G. F.

*we know—it's RAP Walker of Bush Terminal, that little warehouse that 'covers the water-*





Right, G. F. Nieman, Pittsburgh, new president of Association of Refrigerated Warehouses. Left, William J. O'Keefe, executive secretary.



Nieman, Pittsburgh, vice-president, in the absence of president, H. L. Trask, Kansas City, Mo., who was ill. The chairman in his opening address paid tribute to Harry S. Hall, Detroit, who, president of the association last year, died in July. Mr. Nieman outlined the group's progress under Mr. Hall's leadership. The report stressed on the necessity of organized effort and urged the members to send statistical and other information to headquarters so that the association could secure more authentic data to present the membership.

The report by W. M. O'Keefe, Chicago, executive secretary, brought out the following facts: at the close of 1936 there were 264 regular members, 77 branch members and 9 honorary members—a total of 350, located in 40 States, District of Columbia and Canada. His review of the year's activities touched on committees, bulletins, year book and directory, chapters and regional associations, costs and tariffs, locker plants, publicity, electric power costs, electrical energy tax claims, refrigerated storage space in the United States, occupancy, warehouse construction, traffic and transportation, Government competition with private enterprise, Federal legislation, and trade association activity. Regarding locker plants, Mr. O'Keefe said:

"Our information is that in 1931 there were but few such plants in operation, whereas at the present time there are approximately 1,500 doing business, most of them located in the States west of the Mississippi River. It is reported that plants which began with 200 or 300 lockers have been forced to expand, some to as many as 2,000 lockers.

"The greater number of such warehouses are in the Pacific Northwest, although the development in Iowa has been rather marked, there now being some eighty plants in that State serving more than 30,000 farmers and townspeople, he said, adding:

"Within the past two years several of our members in Illinois, Iowa and Missouri installed lockers and are renting them at a rate of \$1 per month or \$10 per year. The Illinois Agricultural Association, we are told, is now advocating or promoting the creation of a number of these cold storage locker plants in Illinois, and W. E. Guest & Co., engineers and consultants located in Chicago, are quite active in the movement."

Alluding to occupancy, Mr. O'Keefe stated that from 198 individual reports from "general" cold storage warehouses located in 35 States, it was indicated that these houses had a combined total net piling space of 145,555,429 cu. ft. and an average total monthly occupancy of 75,010,723 cu. ft., giving an average monthly percentage of occupancy of 51.5.

P. L. Smithers, Jr., Chicago, in reporting for the standing committee on warehouse loans, cautioned against liberality in loans and urged a conservative course that is sound and reasonably certain that no losses will result. He cautioned regarding the egg situation with its high prices and uncertainty in the matter of consumer purchases due to strikes, etc. Loans under such conditions demanded extreme care and caution, he said.

"On this subject of loans," continued Mr. Smithers, "let me also point out what I consider to be fundamentals—chiefly, the credit standing of the customer, the true market value and the quality and grade of the product. It has come to my attention that there have been instances where the products on which money has been loaned were not adequately inspected for quality and grade when received at the warehouse, nor were the market prices properly checked, and, in numerous instances, loans were made to people who did not have a reputation for integrity or sound business judgment. Also in our anxiety to fill up space, temptations were yielded to in extending lines of credit to various customers far beyond the limits of reasonable safety.

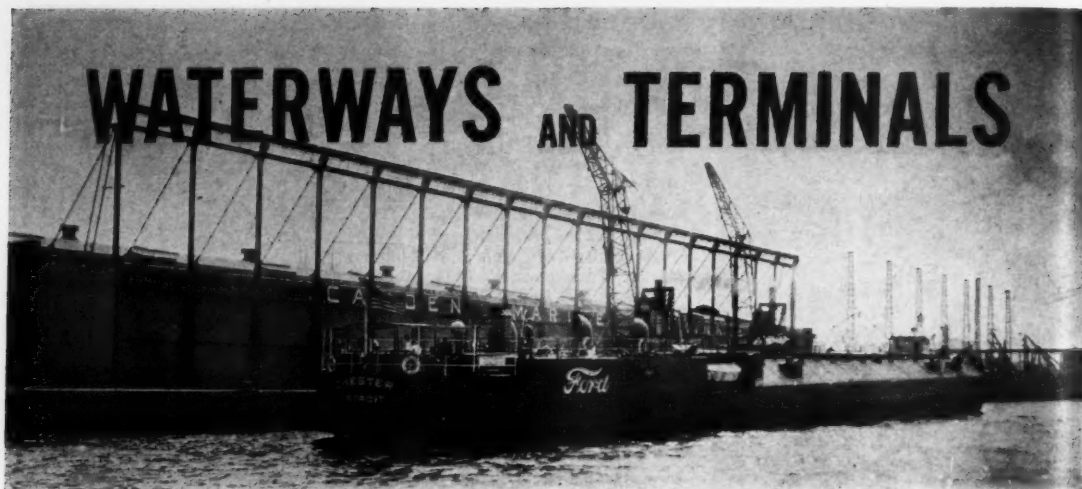
"There has been considerable comment at times, principally in private conversations, regarding low interest rates charged by warehouses in certain sections of the country, but your committee has no suggestions to offer in this connection except to say that in establishing his rate of interest each warehouseman should look to the future and bear in mind that once the rate is established on a low basis it is most difficult to raise it later, even in those cases where an increase may be necessary because of higher bank charges and the requirement for increased bank balances.

"In the matter of loan service we are informed that some warehouses make no charge in addition to the interest rate. Others charge  $\frac{1}{2}$  of 1%, others  $\frac{1}{4}$  of 1%, others  $\frac{1}{10}$  of 1% per calendar month or fraction thereof, and still others charge only  $\frac{1}{10}$  of 1% for the entire period of the loan.

"Most certainly there can be no justification for this status of things in our industry. We are entitled to a service charge to take care of the hazard of loaning, the considerable extra clerical work involved, and other conditions peculiar to loaning operations in connection with which the warehouse necessarily incurs expense. It is our opinion that the loan service charge should be on an equitable basis and uniform in amount throughout the country."

(Continued on page 84)

front'. But here; now that our first mystery is solved, we've got to get down to the business



Editor's note: This department is conducted in response to reader-demand for information of the character here given. Effort will be made to keep abreast of changes and trends. Address letters of inquiries to F. Eugene Spooner.

A WELL known writer started his column recently with these three words "*Ingenuity never sleeps.*"

How true that is. Last month this department described the proposed billion dollar 303-mile electric subway-seaway under the Allegheny Mountains linking the Great Lakes and Atlantic Seaboard from Conneaut, Ohio, to Baltimore.

Another "ingenuity" plan now presents itself, and due credit is hereby given *The Waterways Journal*, St. Louis, under the capable editorship of Capt. Donald T. Wright, who has been carrying the inland waterways banner for the past fifty years to those interested.

A controversy is running in his columns on the subject of the type of barges and motive power in use on the Ohio, Mississippi and Missouri Rivers, past, present and future—whether it should be past and present push type, or the pull type of powerful tugs pulling ship-shape or sharp-bow barges on a tow line, similar to the ocean-going coal barges familiar to those in New York and vicinity and which come up from Philadelphia and Norfolk to New York City and Long Island ports—two or three barges strung out in a line several hundred feet apart, trailing an ocean-going or heavy powered tug.

It seems that some widely traveled and experienced water-minded gentlemen in New York are giving the merry Bronx cheer (a pneumatic acoustic phenomenon made with the lips and tongue to register varying degrees of disapproval) to present barge operators in the Ohio and Mississippi Valleys who persist comparatively in still pushing and steering their baby carriages from the rear instead of pulling it with a clothes line with "Papa" half a block ahead and the proud "Mama" putting on the brakes and steering from the rear. They would certainly have traffic troubles aplenty with one, and no telling what would happen if they tried to move the quintets in one tow—the New Yorkers' plan.

The New York boys cite the activity of the Rhine and other European river barge captains who handle a tow of barges like a subway train around double "S" curves and see where they are going and where they came from by looking around the corners, fore and aft, through a carefully curved rubber hose bent to fit.

New Orleans and St. Louis are saying it can't be done and are putting up plenty of reasons why. Pittsburgh has started to help them out with experts on the subject. St. Paul now comes along and wants to know who is who and why. That's what we would like to know. If these New Yorkers think they are right, there are many thousands of tons of freight to move on those rivers and there are no tolls or restrictions on entering the trade.

The Robert E. Lee paddle-wheel pushers have been doing it that way a long while out on those rivers. Some bright minds and big money are continuing, with improvements, decided improvements. Yet it wasn't so long since that we used to enter automobiles from the rear; now look at them.

Maybe these New York boys have something. Why not demonstrate?

#### Ford Building Two Ships for Canal Service

TWO new motorships, the largest of their type ever built for service between the Great Lakes and the Atlantic Coast by way of the New York State Barge Canal, will be added to the Ford Motor Company's fleet in June. The ships, under construction at River Rouge, Mich., will be similar in design in many respects to the steam-driven sister ships *Chester* and *Edgewater* now operating between the Ford Rouge plant at Dearborn and the company's factories at Edgewater, N. J., Chester, Pa., and Norfolk.

The two vessels, the first of which will go into service about June 1 and the second two weeks later, will be the first freight carriers on the Great Lakes having no riveting in hull or deck construction, welding being used throughout. Each will be driven by a 600 hp. Diesel engine with a three-to-one reduction gear from engine to stern propellers, giving the ships a speed of 11½ knots. Each will carry a crew of eighteen men.

The craft will be equipped with the latest apparatus for navigation control. Each will be 300 feet long, 43 feet in beam and 20 feet in depth—as large as is possible.

(Continued on page 53)

of crowding into our limited space the various statements and suggestions that are being re-

## If You Are Dissatisfied

with your old van bodies, there's a good reason, with so many beautiful, modern Gerstenslager-built jobs on the streets and highways today.

Their super construction offers more strength with less weight and assures longer life—yet they cost no more!

**THE GERSTENSLAGER COMPANY, WOOSTER, OHIO**

Let us quote you on your next job.

“America's  
Van  
Body  
Builders”

Established  
1860



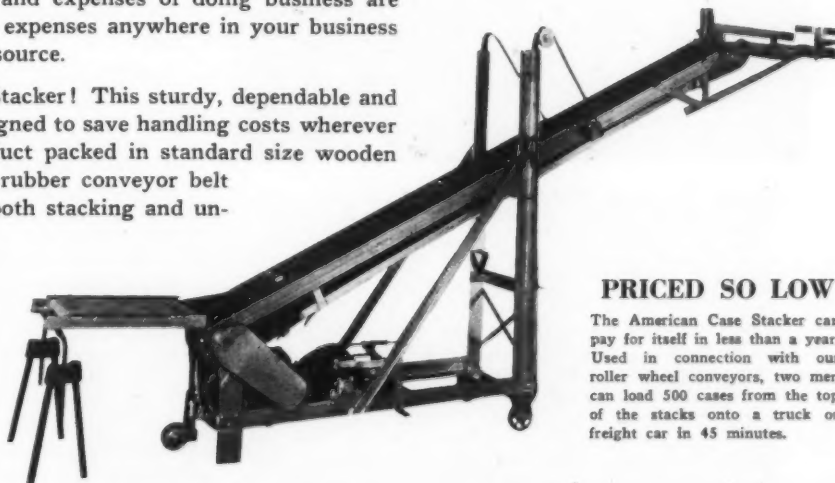
77 Years  
of  
Building  
Just Good  
Bodies  
Nothing—  
Else!

## ANNOUNCING A NEW PROFIT SOURCE FOR WAREHOUSEMEN

That's exactly what this new device represents to warehousemen—a new source of profit. In the final analysis, profit is the amount of total revenue remaining after all costs and expenses of doing business are accounted for, and if you can save expenses anywhere in your business you have discovered a new profit source.

Discover the new American Case Stacker! This sturdy, dependable and extremely versatile device was designed to save handling costs wherever it is necessary to handle any product packed in standard size wooden boxes, paper cartons or crates. A rubber conveyor belt on rollers moves up or down for both stacking and unstacking by just turning a switch.

Portable! No wiring required. Equipped with ¼ horse power A.C. or D.C. motor that can be plugged into any light socket. It can be used anywhere in the warehouse, on a dock and can even be lowered into the holds of ships or barges for use as an elevator.



### PRICED SO LOW

The American Case Stacker can pay for itself in less than a year. Used in connection with our roller wheel conveyors, two men can load 500 cases from the top of the stacks onto a truck or freight car in 45 minutes.

**AMERICAN UTENSIL COMPANY**  
466 WEST SUPERIOR STREET CHICAGO, ILL.

ceived by your Bottom Line Editor. Some are calling for the Walter Winchell type of news



# PLAN TO CONTACT NATIONAL ACCOUNTS TO BE CONSIDERED BY N. F. W. A.

**Sales Promotion Idea Goes to the New Board of Directors.  
Milo W. Bekins is National's New President, and Allied Reelects  
John L. Wilkinson. Congress Urged to Provide Funds for  
Motor Carrier Act Enforcement.**

**By Kent B. Stiles**



*Marion W. Niedringhaus, retiring president of the N. F. W. A., greets his successor, Milo W. Bekins (right)*

ONE of the jobs ahead for the incoming board of directors of the National Furniture Warehousemen's Association is to give consideration to a plan under which a sales promotion executive would be employed on a national basis to contact national accounts, as manufacturing companies, in an effort to build a greater volume of business for members of the N. F. W. A. and its affiliated Allied Van Lines, Inc.

A mandate to this effect was handed to the board through adoption of a motion offered by C. J. Hamilton, Baltimore, after the idea had been suggested by Walter E. Sweeting, Philadelphia, and Milo W. Bekins, Los Angeles, as part of the sales promotion committee's

report at the National's annual convention, at the Hotel Mayflower, in Washington, D. C., on Feb. 9-13.

Inasmuch as one of the idea's advocates, Mr. Bekins, was elected the association's president, his own plan falls right into his own lap as the National enters upon its eighteenth year of activity.

Other highlights of the most largely attended meeting the National has held in years include the following:

Consensus was that Federal regulation of trucking under the Motor Carrier Act was beneficial, and the convention went on record urging Congress to provide adequate funds for enforcement.

Addresses were made by two members of the Interstate Commerce Commission, Joseph B. Eastman and Marion M. Caskie. The delegates were urged by Mr. Caskie not to deviate from filed tariffs and warned that "strict compliance is something we shall require and enforce" when funds become available. Mr. Caskie recognized that household goods moving was a type of operation "distinctly different" from the business of other motor carriers and said that while the public was entitled to reasonable rates, household movers were entitled to fair compensation for the special services they perform.

The convention favored a 15-hour day for truck drivers, with a maximum of 135 hours spread across two weeks, and voted to take that position before the ICC.

John L. Wilkinson, Charlotte, N. C., reelected president of Allied Van Lines, recommended that Allied "open a way from the East to the Pacific Coast at the very earliest date" with routes through Salt Lake City and Arizona and New Mexico.

It was voted at Allied's meeting that a man be stationed at Washington to contact the ICC on all N.F.W.A. and A.V.L. members' applications for certificates to operate under the Motor Carrier Act.

The association adopted a motion that a demand be made to insurance rate-making authorities for reduction in costs of coverage on buildings and contents.

The traffic committee's report disclosed that New England railroads were now restricting pick-up and delivery of household goods.

The board of directors elected sixteen companies to membership, making a total of forty-two members since the 1936 convention.

Clarence A. Aspinwall, Washington, D. C., was elected chairman of the committee which will nominate officers and directors in 1938.

A summarized report of the National's seventeenth annual follows:

*and if they'll send in the material, we'll use it, providing it refers to this business of distribu-*

tion



Left to right, Milo W. Bekins, new president; Ralph J. Wood, secretary; Marion W. Niedringhaus, retiring president; Jack G. Scott, of ICC Bureau of Motor Carriers; John L. Wilkinson, president of Allied Van Lines

In his report as president, Marion W. Niedringhaus, St. Louis, reviewed the five years since the National last met in Washington and recalled how it had been necessary for the association to spend much of the surplus of \$9,300 in the "heart breaking experience" of coming under the Federal Motor Carrier Act.

"We have come a long way in the past year and a half as to progress and profits in the long distance field," he continued. "While our income is one half what it was some years ago, due to drastic reduction in dues, yet we have given you expert legal counsel without charge, and this cannot be said of any other group in the trade. Our surplus is still unimpaired to any extent."

On the theory that "experiences of the past help us to shape a future course," Mr. Niedringhaus offered two "observations":

First, protection of Allied Van Lines "against any encroachment which might be occasioned by the desire to augment" the National's membership. On this point he said: "The fundamental principle underlying AVL is to preserve for the members of this trade the right and means of controlling the transportation departments of their business, and to prevent this right, through efficient organization, from falling into the hands of outside interests who could dictate policies detrimental to our general welfare. We have built up the largest van transportation system in the world, and maintenance of this supremacy depends on two things: protection and management, the former being a charge of the National association."

Second, that "a friendly and cooperative attitude be fostered between other associations for the purpose of joint action in problems concerning the entire industry." In this connection he said: "No other organization can or will protect the members of the moving and storage trade as has the National. Nevertheless there are certain problems which can best be worked out by joint action."

In his report as secretary, Ralph J. Wood, Chicago, said the size of the convention "would most certainly indicate that business conditions in our industry have

improved considerably during the past year along with the trend in other lines." He added:

"The demand for storage has perhaps lagged behind, but the indications are, from reports all over the country, that the storage revenue is growing, and it is possible within the next year, due to the increased apartment rentals in the various cities, that our storage business will soon be back to normal."

"Now that our business can be sold on a basis of service rather than price, we are in a fair way to make our patrons service minded rather than price minded, not only on long distance moving jobs but in the other services."

Many firms were applying for N.F.W.A. membership, "the majority of which are unsolicited," Mr. Wood said, and he cited 42 companies elected during 1936, including 16 others just before the convention began, together with six reinstatements during 1936, as against 15 resignations and 16 suspensions—a net gain of 17. The 42 newcomers to the rolls are:

Cambridge University Storage Warehouse, Cambridge, Mass.; Green Bros., Fall River, Mass.; Arrow Fireproof Storage Warehouse and Matt Dwyer Storage Warehouses, New York City; R. E. Blair, Ashabula, Ohio; Brude Transfer & Storage Co., Des Moines; Central Van & Storage Co. and Sanders Transfer & Storage Co., Nashville; Checker Moving & Storage Co., Detroit; Columbia Storage Co., Philadelphia; Dully & Son, Hartford, Conn.; Lincoln Storage & Carting Co., Buffalo; Oneonta Transfer & Storage Co., South Pasadena, Cal.; Peters Transfer & Storage Co., Green Bay, Wis.; Safeway Transfer, Van & Storage Co., Los Angeles; Saxton Trucking Co., Hornell, N. Y.; Settle Moving, Packing & Storage Co., Louisville; Smith Avenue Storage Warehouse, Kingston, N. Y.; Southern Transfer & Storage Co., St. Petersburg; Suburban Express & Moving, Dumont, N. J.; Henry P. Townsend, Westfield, N. J.; Whalen Transfer & Storage Co., Madison, Wis.; Brown's Storage Warehouse, Islip, N. Y.; Beaumont Bonded Warehouse and Texas Storage Co., Beaumont, Tex.; Bekins Van & Storage Co., Dallas; Bonded Transfer & Storage, Fort Worth; Brown Trucking Co., Fort Wayne; Crone Storage Co.,



Some of the officers and directors of Allied Van Lines, Inc. Front row, center, President John L. Wilkinson

tion in its many forms. Others want problems or an occasional new mystery to work on or



Seattle; Davis Transfer & Storage, Lake Forest, Ill.; Emerson Truck & Storage Co., Battle Creek, Mich.; Farrar Transfer & Storage, Wilmington, N. C.; Knickerbocker Warehouse & Storage Co., Akron; J. D. Moore Transfer & Storage Bonded Warehouse, Abilene, Tex.; M. Newton Moving & Storage, Cincinnati; O. K. Transfer & Storage Co., Gulfport, Miss.; P. & B. Transfer & Storage Co., Memphis; Redmon-Fairchild, Inc., Yakima, Wash.; Spencer Transfer & Storage Co., Logansport, Ind.; Wagner & Son, Champaign, Ill.; Waukegan Fireproof Storage & Warehouse Co., Waukegan, Ill.; Roy Wilson Transfer & Warehouse Co., Longview, Tex.

Mr. Wood said the problem of holding a summer meeting had been discussed by the board on the previous day and decision had been reached to stage such a gathering this year. Date and place were not mentioned.

The vice-presidential reports submitted were generally optimistic.

That of James E. Mulligan, Newark, N. J., for the East, was based on questionnaires he had sent to members in the division. The returns may be summarized as follows:

Occupancy at close of 1936: New England, 70 to 80%; upper New York State, 50 to 60%; New York City, 55 to 65%; New Jersey, 50 to 70%; eastern Pennsylvania, 50 to 60%; Delaware, about 75%; Baltimore, about 55%; Washington, D. C., 80 to 85%.

Moving in 1936: Boston, local increased 10%, long distance even more; Connecticut, "heavy increase" in both; upper New York, an increase on both; New York City, increase in local; New Jersey, slight increase in local and a better one in long distance; Philadelphia, larger increase in long distance than in local; Delaware, increase in both; Baltimore, 10% increase in local and larger increase in long distance; Washington, D. C., 10% increase in local and 20% in long distance.

Packing and shipping: New England, some increase in packing; upper New York, increase; New York City, slight increase; New Jersey, slight increase; Philadelphia, slight increase; Delaware, marked increase; Baltimore, no increase; Washington, D. C., increase.

Consensus in the East, Mr. Mulligan reported, was that ICC regulation was beneficial; and a reinstatement of NRA was favored by the majority providing reasonable enforcement could be achieved. Turning to the labor problem, he said:

"This offers much food for thought for those engaged in the household goods storage and moving industry. Already demands for increased wages have been made on members in some parts of the East. Labor appears to have dabbed on the war paint. If our industry is to be confronted by a situation similar to the unprecedented one in other industries, the household goods

warehouseman's wisdom may be plumbed to the depths. How we, in many cities and towns, can meet drastic increases in labor costs, and successfully pass them on to our public, would be a brain-buster for a couple of solons. It is a condition meriting serious study."

Concluding, Mr. Mulligan threw out this thought:

"Has a permanent change arrived in the household goods storage business? Has the automobile, the trailer, the air craft, introduced into the lives of a large percentage of the present generation a long lasting desire to rid themselves of surplus household effects, so that they may keep constantly going places, and travelling light?

"Or must steps be taken in our expensively constructed buildings to readjust financial factors to make possible as good or better service to our customers at lower rates? Large scale operation has made this possible in other industries and has brought some of them the greatest era of prosperity in their histories.

"If we are inclined to believe that we have a problem here, are household goods warehousemen to solve it single-handedly, in local groups, or on a national basis? And finally in order to survive, must a good sized number of us develop a side line department to be our main line in certain localities?

"These and similar questions are in the minds of some of the men here."

As western vice-president, Frank A. Payne, Los Angeles, reported that with few exceptions his divisional members replying to questionnaires told of healthier business conditions, with storage and long distance moving generally improved, and in some instances local moving and packing. Mr. Payne concluded:

"If long distance moving is healthy, storage will follow. But the best brains of the country should be combined in an effort to stimulate storage through advertising and new business departments. Every effort should also be made to eliminate any practices which might sour the public on storage.

"What the future holds, none of us can anticipate, but I believe we are all facing the future with renewed hope and confidence for better business."

Reporting as chairman of the legislative committee, Oscar W. Thomas, Kansas City, Mo., said ICC rulings were upsetting some State motor carrier laws—"an indication that some of the evils which beset us are at an end." Alluding to social security, he said there was the choice of "autocracy of money or autocracy of politics," and declared the only way to meet the cost was through rate increases. Milo W. Bekins, Los Angeles, said social security would cost his company \$24,000 in 1937 and would increase next year.

Nathan L. Goodman, Jersey City, suggested that a committee be appointed to study the possibility of set-

*solve, while still others want this space devoted strictly to informative and educational ma-*





ting up a group cooperative employment office at which members could get their labor. Mr. Bekins urged that the new board of directors create such a committee, with no other duties, to prepare recommendations and forms. F. X. Zech, Detroit, told the group that some of the Detroit operators were considering turning their equipment over to their men as one way of avoiding social security taxation.

Reporting as chairman of the finance committee, which comprises past presidents, Charles S. Morris, New York, lauded the directors for digging into the association's reserves to meet present conditions.

C. F. Basil Tippet, Toronto, as chairman of the statistics committee, counselled closer attention to costs of management.

The report by Walter P. Theibault, Chicago, as chairman of the sales promotion committee, led to one of the convention's most important actions—a suggestion to the incoming board of directors that it give consideration to a plan for developing national accounts for N.F.W.A. and A.V.L. members' long distance hauling business.

As part of Mr. Theibault's report, this idea was advanced by Milo W. Bekins, Los Angeles, and Walter E. Sweeting, Philadelphia. The chairman quoted from letters he had received.

Mr. Bekins wrote in part: "There are hundreds of national accounts that should be reached every year through a sales manager employed jointly by A.V.L. and N.F.W.A. to sell traffic managers on the idea of using our service for shipping of their employees over the country."

Mr. Sweeting wrote in part: "In many of the larger cities there is a woeful lack of promotion work on national accounts; there is some spasmodic solicitation, but nothing definite and regular. . . . It takes an unusual type of man to spend his entire time calling on prospects. . . . It would be the business of such a man to call on national accounts and sell them the idea of doing business with N.F.W.A. and A.V.L. agents."

The suggestion, Mr. Theibault told the group, "should be discussed by local groups with the approval of both N.F.W.A. and A.V.L. boards of directors." He added:

"We believe the time is coming when there must be a more concentrated effort made by local groups to secure a larger volume of business, but we must also bear in mind that if this plan is adopted it might act as a boomerang and we might lose our identity in the cities where we operate."

Mr. Bekins and Mr. Sweeting addressed the convention in support of their idea. C. J. Hamilton, Baltimore, moved that the plan be referred to the directors for their consideration, and this motion was adopted.

Mr. Theibault in his report touched also on labor and costs, saying:

"The labor situation in our industry is going to be one of the most serious factors to contend with this coming year. We believe there is going to be a lack of skilled movers and packers because of the fact that other lines of industry are opening newer and larger fields for permanent employment and not spasmodic employment such as our industry demands.

"If this does occur, then our operating costs will again be increased, because we will have to hire some inexperienced men and naturally their efficiency is going to be minus.

"How long can we as warehousemen in this day and age of an overbuilt storage warehouse industry absorb increasing costs without increasing revenues and still remain in business?"

In conclusion Mr. Theibault said: "The greatest evil confronting the storage and moving industry today lies in the lack of cooperation among warehousemen and movers in local communities. There is too much jealousy and suspicion of the other fellow. You can talk sales promotion till the cows come home, but it won't do any good until you get together locally and practice the Golden Rule."

After reviewing railroad rate changes which have affected household goods shipments during the past year, Herbert N. Bragg, New York, in his report as chairman of the railroad traffic committee, alluded to the rails' pick-up and delivery of L.C.L. freight and suggested that when one warehouseman consigns shipments to another, "only the warehouse's address appear on bill of lading and not the owner's address, in order to avoid the possibility of the railroad making direct delivery to the owner."

Mr. Bragg called attention to a tariff filed Jan. 25 restricting pick-up and delivery of household goods at points on New England railroads, and said:

"This would indicate these lines have found out it is not profitable or desirable to perform pick-up and delivery service on household goods at stations on their lines. It is therefore possible that other lines will take such action, which would be favorable to the industry at large."

Mr. Bragg expressed opinion that contacts by warehousemen direct with railroads would result in household goods being excluded from store-door deliveries.

James E. Mulligan, Newark, N. J., as chairman of the automobile insurance committee, devoted much of his report to the ICC insurance and safety regulations, and he believed the latter would help to cut down premiums. These and other ICC requirements would mean additional insurance costs which, he thought, "will likely discourage many of the irresponsible movers to the point where they will go out of the interstate moving business." Mr. Mulligan added:

*material pertaining to their business. Well, this new department has been opened for the free*



"There should be a measure of help in the added cost of insurance in bringing the price cutter—the cheap man—to the realization that he must charge more for his services or find his business on financial rocks. It ought to be a safe assumption that present regulation of interstate business will help us, by placing upon large and small competitors a requirement that many of them never recognized before—and that is, to have at least stated a price for their work, and a responsibility to the Government, if they do not perform in a reasonably responsible manner."

The report of the building insurance committee, of which James G. Murrin, Columbus, is chairman, said the committee had been unable to get sufficient volume to go before the insurance authorities with a request for a reduction, but that the agitation had brought about an average reduction of 25% for certain type risks. A motion offered by Milo W. Bekins was adopted to the effect that reductions on buildings and contents be demanded of rate-making boards.

Jack G. Scott, head of the law and enforcement section of the ICC's Bureau of Motor Carriers, discussed the Federal Motor Carrier Act. Some 4,500 complaints of alleged violations had been filed with the Commission, he said—a "surprisingly small" number in view of the fact that about 100,000 applications had been filed. More than 75% of the complaints would have to be discarded for various reasons, many of them because they were erroneous, he stated. Twenty-three separate proceedings had been entered in Federal Courts, with only one thus far contested, and 30% of the actions were against shippers. He considered it significant that no concerted effort had been made to attack the law itself.

Enforcement would be made "without fear or favor," Mr. Scott concluded, and by the close of the year a substantial foundation of judicial precedent should be established so that there would be stability of procedure thereafter.

A feature of the report by Frank A. Payne, Los Angeles, as publicity committee chairman, was a broadcast, on the floor of the convention and via the Columbia Broadcasting System, of a sample of the "Moving Stories of Life" radio program of the Lyon Van & Storage Co., of which Mr. Payne is president.

Mr. Payne counselled against a coast-to-coast radio program by the association but advocated local use of the radio.

The third day of the program was devoted to the activities and plans of A.V.L. John L. Wilkinson, Char-

lotte, N. C., was reelected as the group's president. (The personnel of the 1937 officers and directors appears on page 29.)

Joseph B. Eastman, of the ICC, made an informal talk in which he reviewed the Motor Carrier Act and thanked the N.F.W.A.'s officers and members for their "patience and constant cooperation."

On motion by James E. Mulligan the convention went on record that Congress provide adequate funds for enforcement of the Motor Carrier Act.

Marion M. Caskie, of the ICC, congratulated furniture warehousing on having been able to organize a bureau with 1,800 members to handle tariff problems, and he urged strict conformance to tariff.

"Resist the temptation to deviate from them when one of your competitors fails in their observance," Mr. Caskie added. "Simply because one may violate his tariff is no excuse. Strict compliance is something we shall require and enforce when we have funds sufficient for that purpose. We are doing the best we can under our limited appropriation."

"Some of you have suggested we undertake to compel movers of household goods in certain territories to bring their rates up to what you consider a reasonable and compensatory level. Thus far we have declined to institute such investigations on our own motion for a variety of reasons but principally because it seemed to us there would be no end to it. We lack both money and men to make such investigations except in rare instances where special or unusual conditions require such an investigation in order to avoid utter chaos in the rate structures. You always have the remedy of filing a formal complaint, in which event the burden is upon you to prove your case."

"To build and maintain a healthy transportation system there are a number of things which your industry should seek to avoid. Among these are:

"Rates are so low as not to cover operating costs, plus a reasonable profit; the use of poor equipment, long hours and inadequate wages for drivers. Operations under such conditions are bound to result in inferior service and in the long run to have an adverse effect both on the industry itself and the general public. The public is entitled to reasonable rates. You are entitled to fair compensations for your services. Competition inevitably results in better service and, so long as it does not result in destructive rate cutting, it should be encouraged."

"You who are engaged in moving household goods

**and frank expression of the ideas of ALL of our readers and until we know what the majority**



## The Elections at Washington

At the Washington, D. C., convention of the National Furniture Warehousemen's Association the executives named below were elected.

### N. F. W. A.

President, Milo W. Bekins, president Bekins Van & Storage Co., Los Angeles.

Eastern Vice-President, James E. Mulligan, secretary Knickerbocker Storage Warehouse Company, Newark, N. J.

Southern Vice-President, Benjamin S. Hurwitz, president Westheimer Transfer & Storage Co., Inc., Houston.

Central Vice-President, Thomas A. Jackson, president Jackson Storage & Van Co., Chicago.

Western Vice-President, Frank A. Payne, president Lyon Van & Storage Co., Los Angeles.

Secretary, Ralph J. Wood, president Lincoln Warehouse Corporation, Chicago.

Treasurer, James D. Dunn, president Riverside Storage & Cartage Company, Detroit.

Directors each for three years, Arthur S. Blanchard, president Blanchard Storage Co., Inc., Rochester, N. Y.; William T. Bostwick, vice-president Manhattan Storage & Warehouse Co., New York City; A. V. Cresto, Federal Van & Storage Co., Kansas City, Mo.; Marion W. Niedringhaus, president General Van & Storage Company, St. Louis.

### N.F.W.A. 1938 Nominating Committee

Chairman, Clarence A. Aspinwall, president Security Storage Co., Washington, D. C.; eastern, Ernest H. Milligan, president Lee Brothers, Inc., New York City; southern, Ernest T. Chadwell, vice-president Bond, Chadwell Co., Nashville; central, Oscar W. Thomas, secretary A. B. C. Fireproof Warehouse Co., Kansas City, Mo.; western, M. A. Compton, secretary Compton Transfer & Storage Co., Boise.

### Allied Van Lines, Inc.

President, John L. Wilkinson, president Carolina Transfer & Storage Company, Inc., Charlotte, N. C.

Eastern Vice-President, Walter E. Sweeting, president Atlas Storage Company, Philadelphia.

Southeastern Vice-President, Ernest T. Chadwell, vice-president Bond, Chadwell Co., Nashville.

Central Vice-President, William R. Thomas, president Lincoln Storage Co., Cleveland.

Southwestern Vice-President, S. J. Beauchamp, Jr., secretary Terminal Warehouse Co., Little Rock.

West Coast Vice-President, Herbert B. Holt, secretary Bekins Van & Storage Co., Los Angeles.

Rocky Mountain Vice-President, R. V. Weicker, president Weicker Transfer and Storage Company, Denver.

Secretary, Wilson H. Collin, Chicago, A.V.L.'s general manager.

Treasurer, Joseph H. Meyer, president Federal Fireproof Storage Company, Chicago.

Eastern Directors, Barrett C. Gilbert, vice-president Gilbert Storage Co., Inc., New York City; Griswold B. Holman, secretary Holman Warehouses, Rutherford, N. J.; Charles W. Pimper, treasurer Security Storage Co., Washington, D. C.; Edward G. Mooney, president Hartford Despatch & Warehouse Co., Inc., Hartford, Conn.; Hugh G. Walsh, secretary Haugh & Keenan Storage & Transfer Co., Pittsburgh; William T. Bostwick, vice-president Manhattan Storage & Warehouse Co., New York City; R. M. King, president King Storage Warehouse, Inc., Syracuse, N. Y.

Southeastern Directors, James M. Walker, president O. K. Storage & Transfer Co., Memphis; George C. Harris, president Harris Transfer & Warehouse Co., Birmingham.

Central Directors, Marion W. Niedringhaus, president General Van & Storage Company, St. Louis; L. H. Tanner, Tanner Fireproof Warehouses, Detroit; Oscar W. Thomas, vice-president A. B. C. Fireproof Warehouse Co., Kansas City, Mo.; Martin H. Kennelly, president Werner Bros.-Kennelly Co., Chicago; James G. Murrin, executive vice-president Fireproof Storage & Warehouse Co., Columbus; George La Belle, president La Belle Safety Storage & Moving Co., Minneapolis; James L. McAuliff, secretary David Storage & Moving Co., Chicago.

Southwestern Directors, W. W. Warren, vice-president O. K. Transfer & Storage Co., Oklahoma City; Oswald E. Latimer, secretary Scobey Fireproof Storage Co., San Antonio; Benjamin S. Hurwitz, president Westheimer Transfer & Storage Co., Inc., Houston.

West Coast Director, Frank A. Payne, president Lyon Van & Storage Co., Los Angeles.





Mrs. Marion W. Niedringhaus, hostess, and Mr. Niedringhaus, host, at cocktail party before the host terminated his two years of activities as N. F. W. A. president

occupy a field of operation distinctly different from that of other motor carriers by hire. You move freight having not only a high intrinsic value but a sentimental value as well. This calls for special equipment and special service. The transportation of this kind of freight without loss or damage is of the greatest importance to the owner. That such a valuable and necessary service is worth a great deal to the public will be conceded by all.

"That there is unfair competition in your industry, as in all other industries, must not discourage you. But with regulation your troubles in this regard ought to become progressively fewer as time goes on.

"Even with adequate appropriation it will take some years to eliminate all of the abuses that have grown up in the motor carrier industry and to put into effect that degree of regulation which the Motor Carrier Act contemplates. Your group and other groups must of necessity provide some self-regulation in order that the purposes of the Act may be more fully carried out. You can organize bureaus, associations or committees to promote stability in your rates and charges; you can aid the Commission in performing its duties."

Mr. Wilkinson in his report as president said A.V.L. had had a successful year of operation—"the most successful we have ever experienced"—and now had some 800 pieces of painted equipment on the highways.

"We have had cooperation from practically all the national long distance moving organizations," Mr. Wilkinson told the group, "and this has given us uniformity that we have never had before. Do not think this has been perfect, but I am confident it will improve as we go along. Allied has great possibilities, more than ever before."

Allied needed a man "to study our advertising problems, not only for Allied but the agents individually," Mr. Wilkinson said, adding that he had submitted to the

insurance committee a plan "whereby our agents can secure group life insurance for their employees at a very low cost, giving their employees' families the proper protection in case of loss of life." Concluding, he recommended that Allied "open a way from the East to the Pacific Coast at the very earliest date," with one route through Salt Lake City and another through Arizona and New Mexico.

On motion by Walter E. Sweeting, Allied approved a plan under which Walter W. Hall, the group's representative in New York, will go to Washington and contact the ICC on every N.F.W.A. member's application for a certificate, find out what if anything is wrong with it, and notify the applicant, the applicant to pay the costs, which Mr. Sweeting estimated should be from \$25 to \$100. This activity will be carried on wholly apart from the work of the Household Goods Carrier Bureau.

During the convention it was announced that Mr. Wilkinson had been granted the first certificate granted by the ICC to a long distance household goods mover. (See story on page 37.)

Reporting, on the final day, as chairman of the auxiliary department committee, Milo W. Bekins reviewed various such side lines, mentioning (1) rug cleaning and repairing, (2) mothproofing and fumigating, (3) furniture repairing and refinishing, (4) fur storage in cold and gas vaults, (5) real estate rentals, (6) insurance solicitation, (7) selling of new and used furniture, (8) piano sales, and (9) inventory and appraisals, and offered suggestions as to how to operate and advertise them.

Charles S. Morris, New York, suggested the industry use the term "reconditioned quality" rather than "used" or "second hand" in describing such furniture sold.

Marion W. Niedringhaus announced that on the Monday following the convention the ICC would continue its hearings on drivers, with household goods warehousing allotted an opportunity to present its views.

This prompted lengthy discussion, with varying viewpoints, as to what should be drivers' hours and whether sleeping cabs should be approved. Consensus was that the N.F.W.A. should seek special recognition for A.V.L. A committee, headed by Milo W. Bekins, was appointed by Mr. Niedringhaus to bring in a recommendation. This committee recommended a 15-hour day, with a maximum of 135 hours spread across two weeks, and that sleeper cab be approved, with time in sleeper cab to be considered as off duty.

A committee was created to represent the association at the hearing—Mr. Niedringhaus, chairman; Mr. Wilkinson as president of Allied; and Joseph A. Hollander, Chicago; S. J. Beauchamp, Jr., Little Rock; William A. Reger, Philadelphia; E. C. A. Werner, Pittsburgh; Ernest T. Chadwell, Nashville; and George LaBelle, Minneapolis.

The personnel of the 1937 officers and directors elected, headed by Milo W. Bekins, and of the 1938 nominating committee chosen, headed by Clarence A. Aspinwall, Washington, D. C., appears on page 29.

The annual banquet, held on the concluding evening, was addressed by Sir Wilmott Lewis of the London *Times*.

The retiring president, Mr. Niedringhaus, and Mrs. Niedringhaus were presented with a radio set on behalf of the association. The presentation was made by Walter P. Theibault.

One of the social highlights of the convention was a cocktail "shindig" at which Mr. and Mrs. Niedringhaus were host and hostess, the guests being the delegates and their ladies. It was the consensus that this affair would stand out in N.F.W.A. history.

**Fred Williamson, who contributed in February. It's from a well-known Traffic Manager who**

KY.  
 TEX.  
 ALA.  
 MISS.  
 LA.  
 N. Y.  
 TENN.  
 W. VA.  
 MO.  
 KANS.  
 MINN.  
 IOWA  
 OKLA.  
 IND.  
 PENN.  
 OHIO  
 ILL.

ALLIED VAN LINES INC.  
 LONG DISTANCE MOVING

STORAGE  
 GENERAL VAN STORAGE COMPANY

Your Household Goods shipments will be delivered safely when handled by Allied Van Lines on Herman trailers. Because of their style, safety and light weight Herman trailers have been indorsed by the entire Allied organization.

THE HERMAN BODY CO.  
 4420 Clayton Ave.  
 St. Louis, Mo.



Penick & Ford, Ltd., has brought out Brer Rabbit Gingerbread flour which contains all the ingredients necessary to make gingerbread by quick home baking.

Ralston-Purina Co., St. Louis, has introduced a new cereal, Wheat-Oats.

Canned dog food will be manufactured by the Doyle Packing Co., Lister Ave., Newark, N. J.

Kraft Corp. of America, Chicago, has issued contracts totaling \$1,250,000 for the first unit of a pulp and paper board mill to be erected at Fernandina, Fla. The mill will have an annual capacity of 120,000 tons.

Fruehauf Trailer Co., Detroit, plans a large body and assembling plant in Kansas City, Mo., to cost \$250,000 and to give employment to about 400 people.

Packaged liquor has been outselling the plain bottles seven to one, according to the experience of one producer.

Brown Company, Portland, Me., manufacturer of paper products, shoe materials and other products, is planning an aggressive advertising and merchandising campaign.

Cosmetics wholesaled to a new peak in 1936, the total for the year being \$167,700,000. This is an increase of 16.7% over the total in 1935 and 35.4% over the 1934 volume.

Impregnolex, spot and water repellent processes made by Warwick Chemical Co., West Warwick, R. I., will be promoted under an extensive campaign.

McCray Refrigerator Sales Corp., Kendalville, Ind., has geared its plant for a 33% increase this year.

Marshall, Meadows & Stewart, Inc., Auburn, N. Y., ladies' shoe manufacturer, contemplates a national advertising campaign.

Old Medford Rum Distillery, Inc., Wakefield, Mass., plans an extensive advertising campaign.

Lustre Life Product Co., Somerville, Mass., maker of polishes for the automotive and aeronautical trade, plans a campaign of sales promotion and advertising.

McKesson & Robbins, Inc., has brought out a 5-cent over-the-counter item, Kigo Medicated cough drops, a companion product to Kigo cough syrup.

Quaker Oats Co., Chicago, is advertising in Chicago papers a new breakfast food called Little Kurnels, which is claimed to have "building-up" qualities.

Prince Macaroni Mfg. Co., Boston, has brought out a new "macaroni type food" made of wheat, semolina, soya flour and yeast, and said to be rich in vitamins.

Zonite Products Corp., New York City, has purchased Bacon's Canadian Emolient, skin lotion.

More than 2,000,000,000 pounds of evaporated milk was produced in 1936, representing a 12% increase over 1935.

Private brand flour, coffee, soaps and beverages will be stressed in the 1937 radio broadcasting and advertising campaign by the National Retailer-Owned Wholesale Grocers Association, Chicago. This organization has 100 wholesale houses which service some 21,000 retail outlets in the country.

Bernice Food Stores, a voluntary group, comprising 2,489 individually owned retail grocery stores in the New York City metropolitan market, is reported to have grossed a \$10,000,000 business in 1936.

Lister Brothers is marketing in New York and other key cities Lister's Golden Spread, a new fatless butter substitute said to look and taste like real dairy butter.

Kraft-Phenix Cheese Corp., Chicago, has plans for its most extensive advertising campaign. It will spend nearly five times as much as in 1929.

A sectional plan of distribution with first efforts centered in Middle Atlantic States is contemplated by Lewis-Martin & Co., producers of Fountain-Ade, concentrated syrup, 53 Park Place, New York City.

Export Corporation, 737 North Michigan Avenue, Chicago, has been formed to operate a foreign sales service in the toiletries and pharmaceutical fields. W. E. Hausheer is one of the organizers.

House of Windsor, Ltd., 667 So. Clarence St., Los Angeles, has been formed to make soap and other cosmetic items. Carl Mitchell is one of the organizers.

Floridian Products Corp., Arcadia, Fla., organized a few years ago to can rattlesnake meat, has developed to the point of national distribution. G. K. End is president.

*in finding D & W in the railroad club cars. It would have been helpful to me in the past,*



# *Brilliant Beauty Marks New Federals!*

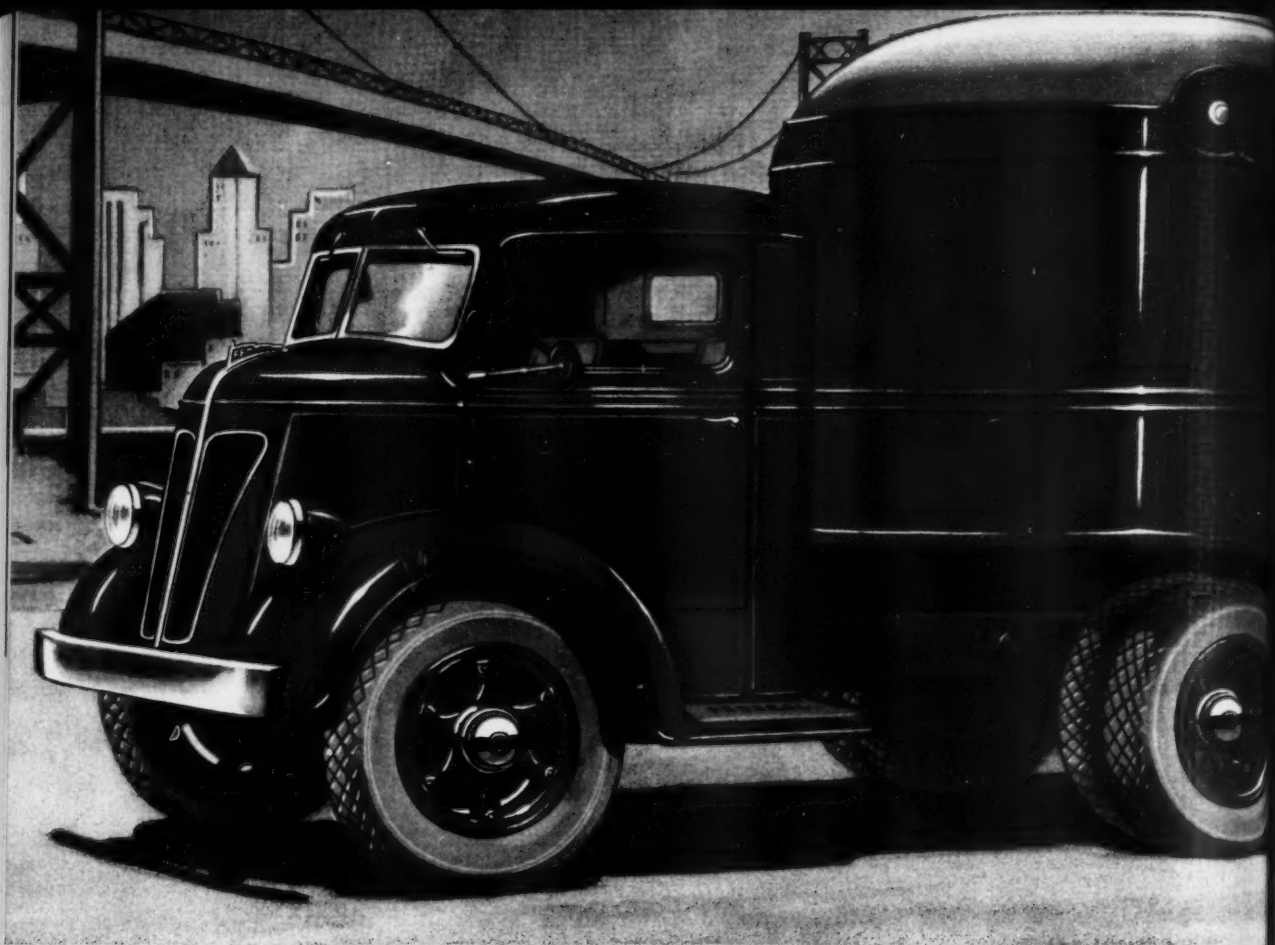
Here is new truck style—strikingly beautiful—the smart, handsome, modern appearance now offered in the new models introduced by Federal.

The new Federals follow the latest trend in automotive design. Combined with this attractive streamlined appearance is Federal's famous ALL TRUCK construction—proven mechanical features that provide superior performance, low service and operating cost and complete all around satisfaction.

Important too is the big value Federal gives you. Prices are lower than you would expect to pay for Federal quality. Before you buy any motor truck be sure to investigate the new Federals. See your Federal dealer.



## FEDERAL TRUCKS



## New Federal Cab-Over-Engine Models Provide Many Important Advantages

The new Federal cab-over-engine models incorporate not only the many regular advantages afforded by this type of vehicle but also unique engineering features not offered in other makes.

Important advantages of Federal cab-over-engine trucks are:

- Short wheelbase and overall length without sacrifice of payload space.
- Short turning radius—easier handling and parking in close quarters.
- Cab door and driver's seat back of front axle—easier riding, easier steering, door hinged at front.
- Cab only slightly higher than on conventional trucks—easily removable.
- Heavily insulated engine cover—cab cool and quiet.
- Good accessibility—engine cover and floor boards easily removable—oil and water filler cap conveniently located at top of cowl.
- Attractive appearance.

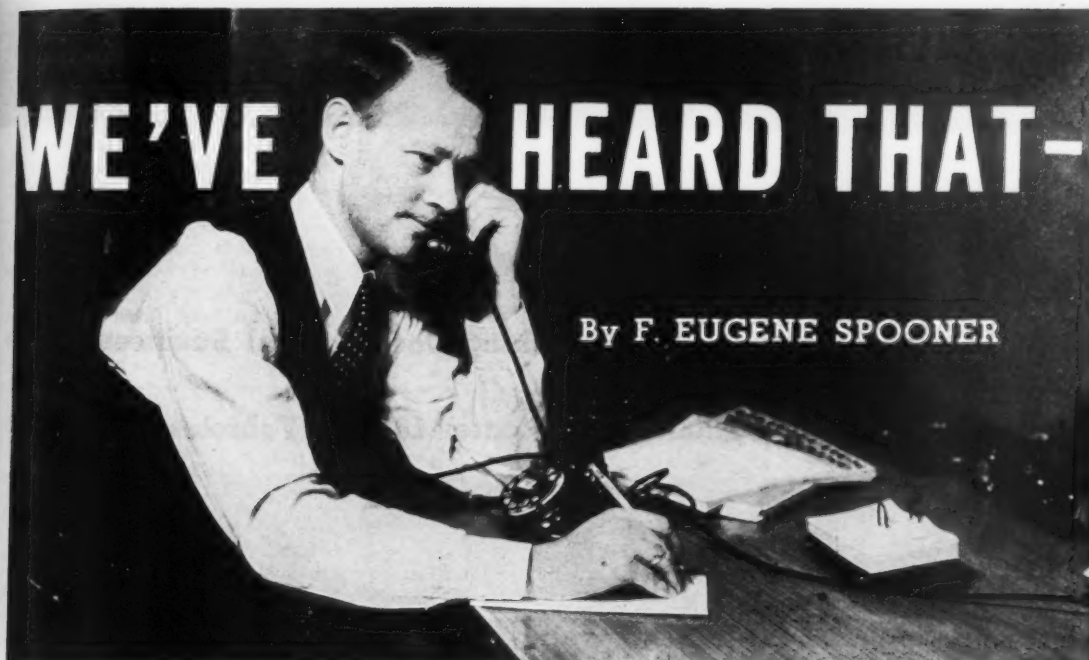
Federal cab-over-engine trucks are offered in four models, 1½ to 4 ton capacity, each with a choice of five wheelbase lengths. While these trucks differ in design from the conventional models Federal has built into them the same proven mechanical features.

Federal's new line of trucks now includes the greatest range of models ever offered in its history. There are capacities from ¾ to 7½ ton, a wide selection of wheelbase lengths in each model, and many options available in engine, transmission and axle equipment. In addition Federal-built cabs and standard or custom bodies can be supplied for every purpose.

No matter what size or type of truck you need you can select a Federal that will exactly meet your requirements—a truck that is correctly fitted to your job.

FEDERAL MOTOR TRUCK COMPANY • DETROIT, MICHIGAN • U. S. A.

# FEDERAL TRUCKS



# WE'VE HEARD THAT—

By F. EUGENE SPOONER

## Nationally Advertised Products o o o

AN editorial in the Feb. 11 issue of *Advertising & Selling* is entitled "Last Call" and warns about the effects of the Robinson-Patman and fair trade laws. It intimates there is strong possibility of distributors getting ready to unleash the biggest offensive against nationally advertised brands in their history. A big grocery chain president is quoted as saying "I can kill the demand for a nationally advertised product in my stores in precisely two weeks. I've done it." The editorial says:

"Ever since the drive for the Robinson-Patman law got under way, warnings about the private brand threat have had wide currency. That's more than a threat now. Increases of 25 and 30 per cent in the sales of such merchandise by two chains in the past six months just can't be laughed off. In the battle ahead, private brands may serve as the shock troops, but the chains are mad enough now to employ other weapons of war. Remember those A & P handbills making unsavory comparisons between prices on their house labels and on nationally advertised goods? That's just a slight sample of what can be done.

"We wonder how the manufacturer of a certain well-known proprietary product would feel if he found pasted on every bottle of his goods in a chain store some such notice as this: 'The minimum price of this product, as fixed by the XXX Company, is 39 cents. It cannot be sold at a lower price without violating State and Federal laws.' Couple that with aggressive private brand promotion, say at prices 30 to 40 per cent lower, and you have a mean combination."

## Home Sugar Preferred o o o

First gun in the fight for more preferred treatment for domestic sugar producers has been fired in the introduction, by Senator Overton, of a sugar bill (S 1428) to provide a law which would be effective for the next four years.

The measure would give continental cane and beet sugar producers one-third the estimated domestic consumption of the product. The remainder would be pro-

rated to the Territories, insular possessions, Cuba and the Philippines.

Of the amount reserved to continental producers, beet producers would get 74%; Louisiana cane, 22%; and Florida, 4%.

Off-shore cane areas would get quotas on the two-thirds of domestic consumption, allocated them as follows: Hawaii, 20.36%; Puerto Rico, 17.33%; Virgin Islands, 0.12%; Philippines, 21.58%; Cuba, 40.06%; and other foreign countries, 0.55%.

Any deficits in the continental quotas would, under the bill, go first to Hawaii and Puerto Rico and the Virgin Islands.

Each off-shore area is limited to bring into the United States refined sugar to an amount not exceeding the following percentages of its raw sugar quota: Hawaii, 5%; Puerto Rico, 16%; Virgin Islands, none; Philippines, 8%; and Cuba 15%.

## Beer in 48 States o o o

It is now possible for the first time in this country to buy beer in each of the forty-eight States. Alabama was the last State to legalize it.

## Nine Calves by Air o o o

Nine 2-month-old bull calves were carried from Lima to Cajamarca, Peru, by plane. The total load was 1,050 pounds and the maximum altitude on the trip 14,000 feet. The trip was made in 45 minutes.

## Import Freight in Bond o o o

All railroad jurisdictions handling the loading and unloading of import freight in bond will arrange to amend their import freight tariffs by providing the following new regulations:

1. Upon request, freight moving under carload rates, when transported in bond, or partially in bond and partially not in bond, will be unloaded by carrier and delivered to consignee at freight house doors or station platforms at a charge of 2½ cents per 100 pounds in addition to rate applicable to shipment.

(Concluded on page 59)

when I used to spend a lot of my time and my firm's money in personally inspecting a ware-



# MOTOR TRANSPORT

## Survey Shows For-Hire Trucking Does Annual Business of \$530,860,000 and Operates 188,809 Vehicles

(Washington Correspondence): The first official survey ever made of the for-hire trucking industry has been completed and it discloses an annual business of \$530,860,000 accruing from the operation of 188,809 vehicles.

Engaged in the business were 61,216 concerns who reported an average of 158,283 persons on their pay roll for the year. Wages and salaries amounted to \$179,485,000 in 1935, the year covered by the study, but this did not include compensation for the 59,621 active proprietors and firm members of unincorporated businesses.

The number of vehicles in operation by these concerns in October, 1935, was 188,809, this not including stand-up equipment. Semi-trailers and tractors were entered as separate vehicles.

How inaccurately the National Recovery Administration had estimated the size of the for-hire trucking industry when it established its Blue Eagle rule for highway transportation is strikingly shown when reference is made to General Hugh S. Johnson's letter of transmittal of the trucking code, two years before the survey was made. General Johnson wrote:

"During the past decade the transportation of property over the public highways has assumed significant proportions. Today it constitutes an integral part of the transportation system of the country. The code of fair competition for the trucking industry relates to this portion of the transportation system. By reason of special circumstances, however, certain highway transportation operations have been exempted from the provisions of the code. Having taken these exemptions into account, the trucking operations which remains subject to the provisions of the code

are conservatively estimated to utilize about 750,000 vehicles and give employment to approximately 1,200,000 workers.

"Under the code as recommended, it is estimated that the trucking industry will give employment to approximately 300,000 additional wage earners, representing an increase of about 25 per cent over the employment prevailing prior to the inauguration of the National Industrial Recovery program. This re-employment, it is estimated, will increase the annual pay roll of the codified industry by about \$260,000,000, or about 27 per cent."

Reference to these observations made by General Johnson in 1933, and comparison with the facts officially found two years later, disclose the General believed he was dealing with an industry of 750,000 vehicles, but which actually uses about 188,000; that it supported a payroll of about \$1,000,000,000, when it actually has a total income of about one-half that amount; and that to jack up salaries by \$260,000,000 would be only a 27 per cent increase, whereas the total payroll found by enumerators was only \$179,485,000.

The Department of Commerce survey will afford a basis, among other things, for more scientifically arriving at the trucking industry's ability to bear the costs of regulatory programs, taxation, and re-employment, it is anticipated.

New York, California, Ohio, Michigan and Illinois were the only States which reported more than \$35,000,000 revenue each. New York led with \$61,854,000, which was 11.7% of the total revenue for the United States; California was second with 7.9%; Ohio was third on the list with 7.8%; Michigan accounted for 7%; and Illinois for 6.9%. These five combined ac-

counted for 41.3% of the total revenue, for 38.6% of all money paid to employees, and for 42.4% of all expenses after deducting depreciation.

Analysis of the data for local, intrastate and interstate truckers shows that 74.6% of the trucking concerns reporting were engaged primarily in local operations, 16.7% in intrastate, and 8.7% in interstate trucking. In terms of annual revenue, local operators accounted for 38.4%, of the total, intrastate 24.7%, and interstate 36.9%. Revenue from all sources for local truckers was \$2,120 per vehicle operated, as compared with \$3,069 for intrastate, and \$3,926 for interstate operators.

The relative importance of local, intrastate and interstate trucking varied considerably in different regions. Interstate truckers in the South Atlantic States did 53.8% of all for-hire trucking in that region. The presence of a number of small States and the type of commodities to be hauled were believed to be factors influencing the position of interstate trucking. The relative importance of intrastate trucking was greatest in the Pacific region. Of influence there is the size and isolation of the region and the location of California cities some distance from bordering States.

A panoramic picture of the make-up of this industry is disclosed in the following statistical data compiled by the census bureau enumerators:

Number of concerns, 61,216, including 45,685 local, 10,217 intrastate, and 5,314 interstate.

Gross revenues, \$530,860,000 total, including \$204,127,000 local; \$131,017,000 intrastate, and \$195,716,000 interstate.

Number of vehicles, 188,909 total,

house before doing business with it. I have come to learn that with a very few exceptions!

# TATION

Department Conducted by

F. EUGENE SPOONER

including 96,269 local, 42,692 intrastate, and 49,848 interstate.

Proprietors, 59,621 total, including 44,821 local, 9,983 intrastate, and 4,817 interstate.

Employees, 158,283 total, including 68,516 local, 37,561 intrastate, and 52,206 interstate.

Payroll, \$179,485,000 total, including \$70,717,000 local, \$42,473,-

000 intrastate, and \$66,295,000 interstate.

Other expenses, not including depreciation, \$243,127,000 total, including \$78,324,000 total, \$61,844,-

(Continued on next page)

## First Household Movers' Certificate to Wilkinson



John L. Wilkinson, president of Allied Van Lines, Inc., receives the first certificate issued by the Interstate Commerce Commission to a household goods mover. Left to right, Mr. Wilkinson; Joseph B. Eastman, chairman of the ICC's Motor Carrier Division; Commissioner Marion M. Caskie; and John L. Rogers, director of the Bureau of Motor Carriers.

**A**NNOUNCEMENT was made at the annual convention of the National Furniture Warehousemen's Association at Washington, D. C., in February, that John L. Wilkinson, president of Allied Van Lines, Inc., the National's long distance truck hauling agency, had been granted, by the Interstate Commerce Commission, the first certificate to be issued to a household goods mover. Mr. Wilkinson, reelected AVL's president at the Washington gathering, is president of Carolina Transfer & Storage Company, Inc., Charlotte, N. C.

The certificate becomes effective on March 11 and authorizes hauling household goods over irregular routes between points in Alabama, Arkansas, Connecticut, Delaware, Florida, Georgia, Illinois, Indiana, Kansas, Kentucky, Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Nebraska, New Hampshire, New Jersey, New York, North

Carolina, Ohio, Pennsylvania, Rhode Island, South Carolina, Tennessee, Texas, Virginia, West Virginia, Wisconsin and District of Columbia.

Also the certificate authorizes transport of general commodities between Charlotte and points in Maryland, West Virginia, North Carolina, South Carolina, Georgia and District of Columbia.

Marion M. Caskie, member of the ICC, was on the NFWA program to address the AVL meeting. When he learned that Joseph B. Eastman, another ICC member, also was on the NFWA program, Mr. Caskie sought—as he told the AVL group—to withdraw, but “John Wilkinson is such a persistent and persuasive cuss that I finally yielded.” Mr. Caskie continued:

“I can well understand how John Wilkinson is the high Mogul in Charlotte. Doubtless those good people down there would rather

vote for him than argue with him. I think they have made him Mayor Pro Tem or given him some other high-sounding title. In any event, he claims to run the town, and I will not take issue with him on that.

“The other day, after Division 5 of the Commission had passed upon his application, in which he claimed operating rights in all the territory he could think of, including the Fiji Islands, he insisted that there be present for formal presentation of his certificate at least two, if not all three, members of the Division. You have doubtless seen the picture he had made of the two Commissioners and the Director of the Motor Carrier Bureau handing him his papers. Maybe this is a little free advertising for John, but anyway we determined that it would be better to grant his request than to consume too much time in denying him an opportunity to pose with us.”

can depend on the information D & W gives me about the warehouses my firm needs. I think

000 intrastate, and \$102,959,000 interstate.

In general, the classification of local trucking applies to transfer, delivery and cartage operations. Concerns which obtain the major portion of their revenue from hauling within a single town, city, or metropolitan area were classified as local even though in the case of cities close to State boundaries they may regularly operate across State lines. Other trucking concerns were classified as intrastate if their major operations were within a single State, and as interstate if they were engaged mainly in hauling between points in two or more States. The grouping was based on the major portion of total revenue, and thus many operators were engaged in two or more branches although classified in one.

Additional data on the industry were supplied by the Department of Commerce in the following breakdown:

"By far the larger number of truckers were small operators. Almost one-third, 31.9%, of all concerns received less than \$1,000 per year, but accounted for only 2% of total revenue. Operators receiving from \$1,000 to \$1,999 per year represented 27.4% of the total number, but received only 4.4% of total revenue. Those concerns receiving from \$2,000 to \$4,999 per year represented 21.7% of the total number and received 7.4% of total revenue. Thus, 81% of all concerns received less than \$5,000 annual revenue, but accounted for less than 14% of total revenue.

"There were 274 concerns that received 1.5% of the number reporting, whose annual revenue amounted to \$100,000 or more. These few concerns received almost one half, 45.8%, of all trucking revenue. They operated only 29.5% of the total number of vehicles but accounted for 42.6% of all paid employees and 52.5% of the annual payroll. Of total 'other expenses' not including depreciation, 50.6% was sustained by these 904 concerns.

There were 274 concerns that received one-quarter million dollars or more per year. These represented less than one-half of 1% of the total number, but received 27.7% of the total annual revenue, employed 25.4% of all paid employees, and paid 31.7% of the total payroll.

"The relative importance of a few trucking concerns is further emphasized by the number receiving \$500,000 or more per year. There were 96 such concerns, or less than two-tenths of 1% of the total number, yet they accounted for 18.1% of total revenue, paid out 18.3% of total annual payroll, and sustained 18.3% of total 'other expenses' not including depreciation."

## Officers of Detroit Van Group



Recently-elected officers of the Detroit Van Owners' Association: left to right—president, William T. Ivory, vice-president of John F. Ivory Storage Company, Inc.; vice-president, N. Conatser, of Neal Storage Co.; secretary-treasurer, W. M. Wilson, of Wilson Bros.; executive secretary, H. B. Woodhull, 4605 Vancouver Street.

The figures were developed through a field canvass carried out as part of the Census of Business for 1935. They do not measure the full amount of for-hire trucking and when some schedules yet to be received are tabulated the spread between the NRA figures and the 1935 status of the industry will be narrowed, but not appreciably.

Many individuals and companies primarily engaged in retail or wholesale trade, warehousing, garage operation, etc., may haul commodities for others and make a specific charge for such transportation. Largest among this group, however, are the household goods movers and storers who, with some exceptions, were not embraced in the industry to be regulated by the trucking code. Trucking for-hire carried on purely as a subsidiary operation was not included in the census. Trucking for own use done by business concerns and farm operators is not a part of the for-hire trucking industry, and therefore is not included; but neither was it included in the industry as gauged by General Johnson.

In addition, some of the small truckers operate from their homes and they were not canvassed, as the scope of the survey was limited to individuals and companies with places of business readily recognizable by enumerators. — (James J. Butler.)

## Warehousemen on ATA Committees

(Washington Correspondence): Appointments to committees to handle various phases of work of American Trucking Associations, Inc., in 1937, have been announced by Ted. V. Rodgers, president, and they read like a "Who's Who" of the trucking industry. The men

who will serve include the following executives identified with public warehousing:

Carrier classification committee—R. S. Koonce, president of Carolina Storage & Distributing Co., Raleigh, N. C.; Merle Fullerton, president of Fullerton Transfer & Storage Co., Youngstown, Ohio.

Insurance committee—H. L. Oliver, president of Delaware Trucking Co., Inc., Muncie, Ind.; W. N. Carnahan, president of Carnahan's Transfer & Storage, Alexandria, La.; D. S. Adams, president of Adams Transfer & Storage Co., Kansas City, Mo.; L. E. Stones, president of White Line Transfer & Storage Co., Des Moines; Floyd Bekins, manager of Bekins Van Lines, Inc., Los Angeles.

Legislative committee—J. R. Herrin, secretary of Herrin Transfer & Warehouse Co., Inc., Shreveport, La.; F. G. Dorney, owner of Patrick Transfer & Storage Co., Houston; R. H. Culbertson, traffic manager of Pacific Highway Transport, Seattle.—(H. M. Manning.)

## ATA Wants Social Security Law Amended, Holding Principle of Payroll Tax to Be Inequitable

(Washington Correspondence): The Social Security Act has been drafted in an unjust, unfair manner and is bound to defeat its own purposes, American Trucking Associations, Inc., has charged in an announcement inviting service industries to join with truckers in demanding amendment.

In the service industries, which include highway transportation, the ratio of payroll to gross revenues is so high that the taxes provided in the Act create an undue burden, as compared with the load borne by manufacturing and merchandising, it is complained. For that reason payroll taxation is regarded the wrong approach.

Furthermore, it is pointed out, it is impossible to pass the tax along to the consumer in the transportation industries because of competition between those paying the tax and those who do not, and because of Governmental regulation of rates. Assuming that the benefits of the Social Security Act are desirable in the light of the general public welfare, the cost of these benefits ought to be borne by the general public, as it would if the money were raised by a sales tax, or by an increment in the income tax, it is submitted.

Stating the principle of payroll tax is fundamentally wrong, ATA sets up these supporting arguments:

1. A payroll tax penalizes those employers who are paying good

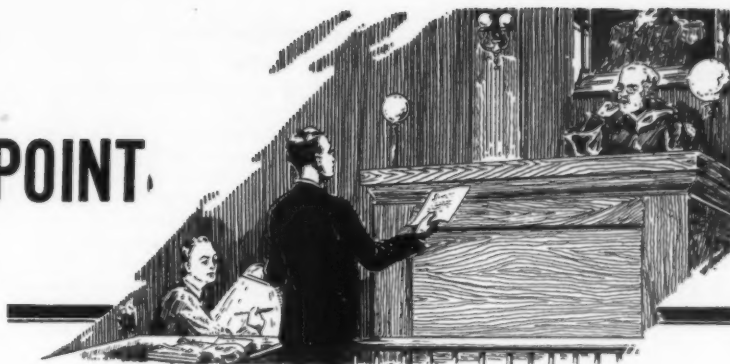
(Concluded on page 67)

Williamson is all wet about his need for it but it would be mighty handy for traffic and sales



# FROM THE LEGAL VIEWPOINT.

By LEO T. PARKER



## Avoid Pitfalls and Traps

EVERY warehouseman knows that often he is confronted with legal situations which unavoidably mean expensive litigation and probable payment of damages. Sometimes the resultant losses amount to thousands of dollars.

For instance, what arrangements have YOU made to limit the authority of your employees so that you will not be held liable for their unauthorized contracts, agreements, statements, and promises? Do you know that you can readily increase your liability for these acts of your employees by performing any act, doing anything, saying any word, or the like, by which your patrons by the exercise of ordinary care are led to believe that you have extended to these employees unusual authority?

Suppose a customer telephones you he is in your office and that, inasmuch as you are not there, he desires a named employee to perform some act of authority which you and you alone have always performed?

If you give authority to this employee to transact this special business for you, the employee automatically becomes authorized to obligate and legally bind you on similar contracts, or acts, not only with respect to this particular customer but to all others who receive information that you in this manner extended the ordinary authority of this employee. In fact, it is extremely likely that although this employee at a subsequent date exceeds his usual authority in other transactions, you may be held liable, although under ordinary circumstances you would not at all be responsible for any promises, statements, guarantees, agreements or contracts made by this employee.

Again, let us suppose you have a

capable manager. It is true that a manager is legally authorized to bind you on any kind of normal obligation relating to the business, or department of the business, that he manages.

On the other hand there are many and numerous kinds of transactions in which you have not authorized him to act as your representative. Yet in some particular instance, when it is convenient for you, by a written letter you instruct this manager to perform some act for you. It may be tak-

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**Mr. Parker answers legal questions on warehousing, transfer and automotive affairs.**

**Send him your problems care of this magazine. There will be no charge for the service.**

**Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.**

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ing up a note; or directing a contractor, or other outside employee, as to how to perform his work, or obligating you on a banking transaction; or any number of other acts.

Now, if anyone should become possessed with this letter, or by accident read it, he may have an opportunity, either for intentional purposes or otherwise, to cause you heavy financial losses, and if he is able to introduce this letter before a Court, as testimony or prove by witnesses that you wrote it, it is certain that your chances of winning a favorable verdict are poor.

*Moral:* be extremely careful what you do, say and authorize.

## True Ownership of Goods in Storage

CONSIDERABLE controversy arises from time to time as to whether a warehouseman can be held liable where goods placed in storage are sold to satisfy overdue storage charges and subsequently it is discovered that the goods did not belong to the person in whose name the goods were stored.

In *Cathcart Allied Storage Company v. Beall*, Atlanta, Georgia, 188 S. E. 593, a man named Beall contended he had placed his personal and household goods with a storage warehouse company and that the latter sold them at auction without sending to him a proper and legal notification. He sued to recover the value of the goods.

During the trial the warehouseman testified the goods had been stored in the name of a Mrs. Gilmore, who was the sister of Beall, and that proper and legal notification had been sent to Mrs. Gilmore before the goods were sold and that Mrs. Gilmore could not be located nor did she pay the charges due.

Beall testified he had instructed Mrs. Gilmore to store the goods in his name and he contended that although Mrs. Gilmore had not followed his instructions yet the goods actually belonged to him and that when the warehouseman learned he could not locate Mrs. Gilmore he should not have sold the goods until he was positively certain Mrs. Gilmore owned them.

The lower Court held the warehouseman liable, but the higher court revised the verdict, saying:

"Under these circumstances the defendant [warehouseman] was legally authorized to deal with the property as that of Mrs. Gilmore . . . the defendant made a *bona fide* attempt to make demand for payment of the storage charges on Mrs. Gilmore, but that it could not

managers when they are on the road. When the railroads had no truck competition they

be done because of her absence from the county of her last known residence, which fact itself constituted a good ground of foreclosure."

In this case the warehouseman was not liable because Beall had entrusted the goods to Mrs. Gilmore.

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### Receipt Limitation Not Effective

A BAILEE, as a warehouseman, cannot ordinarily limit his liability, or be relieved therefrom, by issuing a receipt on which is printed a notification to this effect.

In *Wendt v. Sley*, Philadelphia, 188 Atl. 624, a person who left a valuable article with a bailee received from the latter a receipt on which was printed "Not responsible for loss by fire or theft."

However, as the testimony indicated that the bailee's negligent acts resulted in theft of the article, the higher Court held the bailee liable, saying:

"Whatever construction may be placed on the receipt . . . the right of a bailee to limit his liability by special contract does not go to the extent of relieving him against his own negligence."

In another case (117 Texas 130) a bailee posted a sign in his office on which was printed a notification "Not responsible for loss in case of fire." This Court also held that this sign did not relieve the bailee from responsibility for fire caused by his own negligence.

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### Commission's Verdict Approved by Court

VARIOUS Courts have held that a Public Service Commission has jurisdiction to determine what transportation service is necessary and desirable for convenience, comfort, and safety of the public. Moreover, when the Commission's judgment has been exercised and is based on competent and relevant evidence, its verdict usually will not be disturbed by any Court.

In *Pittsburgh Rys. Company v. Public Service Commission*, Pittsburgh, 188 Atl. 549, a Public Service Commission granted a certificate of convenience to a common carrier. Another carrier objected to issuance of the certificate and appealed to the Court, which upheld the Commission's decision, quoting:

"We have frequently pointed out that the Commission has jurisdiction to determine what transportation service is necessary . . . and, when that judgment is based upon competent and relevant evidence, the conclusion cannot be disturbed by this Court. . . ."

### Insurance Company Is Held Liable

WHILE a warehouseman is not liable for loss of or damage to stored merchandise caused by fire unless the loss results from his negligence, yet an insurance company is liable for payment under all ordinary circumstances.

In *Pacific Fire Insurance Company v. Murdoch Company*, Osceola, Ark. 99 S. W. 233, certain goods in storage were destroyed by fire. However, the goods were insured.

Legal question arose as to whether it was necessary for the owner of the goods to prove the loss did not result from negligence on the part of the warehouseman in order that the owner might recover, for the loss, from the insurance company. In holding that this proof not required, the Court said:

"This suit is not one against the company [warehouseman] but against the insurance company. . . . It is, therefore, not necessary for recovery . . . to prove any negligence on the part of the custodian [warehouseman]."

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### Independent Contractor

AN independent contractor is one who, exercising an independent employment, contracts to do work according to his own methods and without being subject to the control of his employer except as to the result of his work. An independent contractor, as a truck owner, is personally liable for damage caused by the truck if he hauls on a contract basis and if the company for which he hauls has no control over his acts.

In *Ross v. St. Louis*, St. Louis, 98 S. W. (2d) 717, a large transportation truck collided with a passenger car. The latter occupants sued the company whose goods were being transported because the name of the company was printed in large letters on the truck.

However, as it was proven that the truck owner merely hauled the goods on a contract price basis and that his acts were not controlled by the owner of the goods, the latter was held not liable.

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### When a Thief Offers Goods

HOWEVER, observe the distinction of law in the case following.

It is well settled law that a purchaser can obtain no title to property purchased from a thief because the thief has no title and has nothing to convey. The reason for this law is that the Courts hold that

any person who purchases goods without ascertaining whether the seller has title thereto makes the purchase at his peril and may be sued by the true owner who may recover the merchandise.

In *Hovland v. Farmers Union Elevator Company*, Grand Forks, N. D., 269 N. W. 842, a thief stole certain goods from a warehouse and sold them. Later the true owner located the goods and sued for possession of them.

Although the purchaser contended that he was innocent and did not know that the goods were stolen, the higher Court promptly held the true owner entitled to possession of the merchandise.

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### Liability for Loss by Fire

LEGAL EDITOR, *Distribution and Warehousing*: The advice, and it must be dependable, is as to whether we are liable for the loss and value of stored goods which were destroyed by fire. Kindly do not merely give your opinion, but cite higher Court cases on this subject of the law.—B. G. Sons and Company.

Answer: We shall be glad to accommodate you, because *always* we have endeavored to include in opinions certain and authentic higher Court citations to verify any and all suggestions as to how warehousemen may avoid expensive litigation. The answer to your present uncertainty, is as follows: A warehouseman *never*, unless he contracts otherwise, is liable for the loss of stored goods by fire providing the testimony indicates he used ordinary care to prevent the fire. In other words, it has been held by the higher Courts that the owner of a relatively small warehouse cannot be expected by law to employ a night watchman to keep watch over the premises, but if the warehouse is sufficiently large that customers may by ordinary instinct and average experience in the employment of warehousemen expect and anticipate that the warehouseman should employ a night watchman, then the warehouseman is liable for the loss of goods destroyed by fire providing the evidence indicates that the fire could have been prevented if the warehouseman had employed a night watchman.

If the fire started during the daytime, then the warehouseman is not liable unless it is proved that the fire resulted from lack of ordinary care on the part of the warehouseman, or his authorized employees. As to whether a warehouseman uses ordinary care depends on this:

A warehouseman who uses the same care that would have been exercised by the *average prudent*

warehouseman under the same and identical circumstances is presumed to have used an ordinary degree of care, which will relieve him from liability. See the following cases: 297 S. W. 670; 218 N. Y. S. 561; 287 S. W. 931; 9 S. W. (2d) 822; 234 N. W. 513; 170 N. E. 551; 20 S. W. (2d) 248.

Of course, if a warehouseman makes a contract to increase his ordinary liability, he is bound by the contract. However, no contract is valid by which a warehouseman attempts to relieve himself from losses caused by negligence of his employees.

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### When Eggs Go Bad

**LEGAL EDITOR, *Distribution and Warehousing*:** Suppose a warehouseman receives for storage a lot of eggs. Later, and while they are in storage the owner sells them to another and at this time the warehouseman issues a non-negotiable receipt in which is stated that the "condition of the eggs is unknown." When the purchaser of the eggs takes them from storage it is discovered that half of them are spoiled. Who is responsible?—*North Provision*.

Answer: If the testimony indicates the eggs were in good condition when accepted for storage and the eggs spoiled as a result of negligence of the warehouseman, then the latter is liable. If, however, there is no proof as to the condition of the eggs when they were stored, the warehouseman cannot be held liable, but the seller is responsible to the purchaser who purchased the eggs under a contract by the terms of which the seller either expressly or impliedly warranted that the eggs were in good condition.

As to whether the purchaser is entitled to rely on an implied contract that the eggs were in good condition depends on the price he paid. If he paid the price that good eggs were at that time selling at, then there is a valid implied contract and agreement on the part of the seller that the eggs were in good condition.

### Accidents and Federal Compensation Law

**EDITOR, *Distribution and Warehousing*:** In your December issue, in Mr. Parker's legal department, there is cited the case of *Agrest v. O. & W. Co.*, 186 Atl: 817, which has led, I am afraid, to erroneous conclusions on the part of some of your readers.

It would appear, from your story, that this was an accident involving injuries to a garage mechanic. Perhaps you did not mean to allow this conclusion to be drawn, but the article was so worded that I must confess that when I first read it I thought that the injured man was a garage mechanic working on a truck used in interstate commerce.

However the case itself involved a railroad worker working on a bridge at Weehawken over which trains in interstate commerce might pass. Now it is necessary to bear this carefully in mind. A railroad employee engaged in work incidental to interstate commerce shall come under the Federal Workmen's Compensation Law.

However a chauffeur or helper on a truck used in interstate commerce, or a garage mechanic working on such a truck, would not, if injured, come under the Federal Workmen's Compensation Law. The Federal Workmen's Compensation Law applies only to railroad employees engaged in interstate traffic. As the statute and the decisions now stand, employees engaged in interstate traffic will come under the various State Workmen's Compensation Laws.

However there is this difficulty that all warehousemen, all furniture movers and all truckmen should be warned about. If a New Jersey Corporation is engaged in interstate traffic it is conceivable that they may have claims against them under the compensation laws of other States under the following circumstances:

1. Even though hired in New Jersey, a chauffeur or helper might be injured in New York and, realizing that for his injury the benefits under the New York Law might be greater than under the New Jersey Law, might bring his action under

the New York compensation law and possibly "get away with it."

2. A trip might be undertaken outside the State and a man might be specially hired in New Jersey to help on that job in New York, Connecticut or any other State. That man if hurt in the State where the job was to be done might bring his claim under the compensation law of the foreign State—if the benefits were greater than the New Jersey benefits—by alleging that while hired in New Jersey the contract was for execution in the other State. And on the other hand the New Jersey authorities might at the insistence of the insurance company state that the New Jersey compensation law could not apply to such a case because while the contract of employment was made in New Jersey, it could not have been contemplated that the New Jersey law would apply to a job wholly to be undertaken outside of New Jersey.

3. The crew sent from New Jersey might be short-handed or might become short-handed through illness and one or more men might be hired at the scene of a job and if so hired might come under the Workmen's Compensation Law of that State in the event of injury.

The hernia provisions under the New Jersey Compensation Law are quite severe. Hernia constitutes one of the great hazards in those industries in which your magazine circulates. In this class of cases there might very readily be very substantial reasons why an employee might try to claim against his employer under a compensation law other than the home State.

In the workmen's compensation policies issued by this office it has been the practice for years to cover the assured's liability not only under the New Jersey Workmen's Compensation Law, but under the compensation law of other States as well, and the reason that we have done this is to protect our assured against the very contingencies herein discussed. On the other hand this extra-territorial liability is seldom anticipated and we do believe that your readers would do well to cover their "out-of-State" compensation liability. — *W. A. Schaefer, Walter A. Schaefer Co., Newark.*

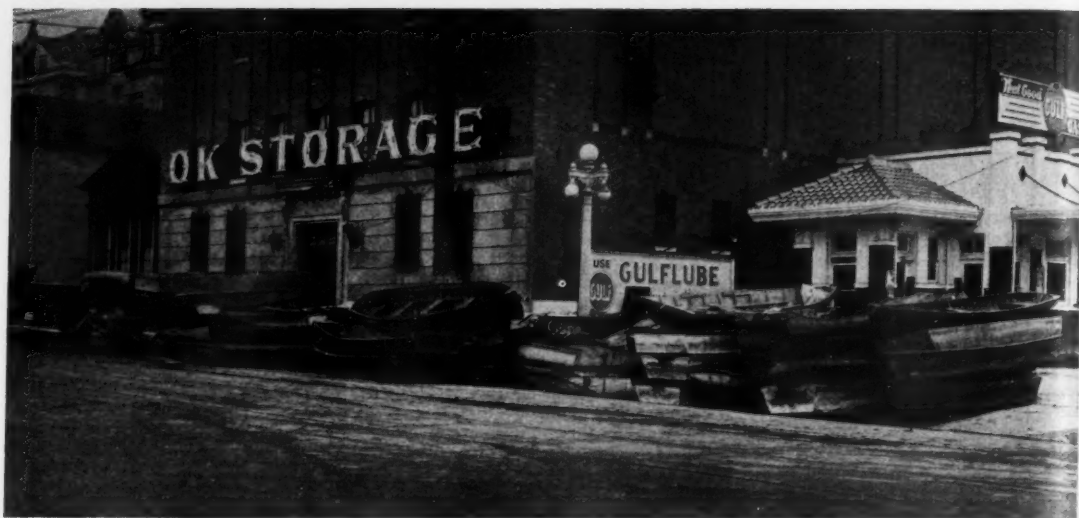
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A summarized report of  
the annual convention of  
Mayflower Warehousemen's Association  
at Cincinnati March 8-11  
will appear in the April issue of  
*Distribution and Warehousing*

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*Times have changed and the railroads would benefit with the rest of us if the better business*





After the Ohio flood waters subsided at Louisville, this warehouse of the O. K. Storage & Transfer Co. served as a clearing house for the return of boats to owners.

# Warehousing to the Rescue in Time of Disaster

**Telling How Storage Executives and Labor, Functioning Valiantly  
Nights and Days During the Ohio River Flood, Saved Hundreds of  
Lives and the Property of Thousands of Evacuated Persons**

## Louisville

**H**EROISM was commonplace in Louisville during the recent flood of the Ohio River, and nowhere was greater devotion shown, in saving both life and property, than in the warehouse industry. Executives and employees alike toiled night and day without thought of self. Some of the storage firms in the inundated sections were hard hit and lost heavily but accurate estimates of actual loss were still impossible late in February. It was hoped that some of the merchandise under water could be reconditioned. There was some loss from looting. The buildings did not suffer damage except from mud on the floors and walls. Some equipment was damaged.

Louisville Public Warehouse Co. was one of the lucky firms. Although it operates 25 storage plants

## Warehousing's Role in Time of Flood

In the words of a city official of Cairo, Ill.:

"There is most assuredly a place of responsibility for warehousemen during any kind of an emergency. Cairo knows that the warehouse cannot be replaced by any other agency in time of flood. The spirit of the great fight made by Cairo is exemplified by her warehousemen."

So it was in other cities in the Ohio River's valley. Warehousemen contributed time and labor and equipment and money in the stricken and threatened communities. To warehousing's energy and sacrifices was attributed the saving of hundreds of lives and of thousands of dollars' worth of other people's property.

only one group was in water and virtually all the merchandise was saved except some cases of distilled water, and these can be reconditioned. However, it was only by valiant effort, from 3 A. M. on a Friday and continuing without interruption until midnight Saturday, that the employees were able to get all the goods out of the basements, where they would have been under water.

E. H. Bacon, Louisville Public's vice-president, especially praised the loyalty of his men, who worked in hip boots in a raging torrent. Occasionally they fell in the icy water, for all during their labor it rained as it rarely rains outside the tropics, or else there was driving sleet. The office was turned into a kitchen, and here the girl employees cooked food and made coffee for more than a hundred workers.

Louisville Public had taken over Fireproof Storage Co. just prior to the flood and so was able to service in evacuating families, receiving household effects into storage or hauling it out of the city. The company's huge trucks, high and warm and inclosed, saved many ill and aged people from the fatal effects of exposure. Literally hundreds of Louisville residents were removed to safety at moments when quick action was imperative in the face of sudden rapid rises of the flood.

Some of these trucks, notably one operated by Aero Mayflower Transit Co., have radio equipment, and this was of inestimable advantage, as the drivers could thus get calls direct and hurry to emergency cases. By radio, other trucks and many boats were directed to spots where smaller vehicles could not get through to rescue people. The boats in use suffered from continuous service but Louisville Public's big trucks could avoid submerged automobiles on the long trips from the flooded area to the highlands and do the jobs speedier.

After the flood, Louisville Public immediately felt the stimulation of business as the city began to rehabilitate itself. It was estimated that the firm's business increased 30 to 40 per cent as compared with a year ago.

In common with the other storage firms, Louisville Public paid their men full wages for the duration of the flood regardless whether the plants were open or closed.

The warehouse of O. K. Storage & Transfer Co. at Broadway and Baxter Avenue, was in a strategic position to do relief work. It was made a boat station and between 4,500 and 5,000 persons passed through it to safety. Some 250 boats plied out of here to bring refugees from flooded homes.

This station was under the management of a Lutheran clergyman, Dr. Lindsay, and O. K.'s manager, Herman Cotton, and his associates, Mr. Powell and Mr. Cardin, dedicated the company's warehouse, offices, equipment, oil, gas and all else to relief. Employees toiled night and day, often without food, or rubber boots, or lights except an occasional flashlight, manning boats in the driving sleet. When power went off, an automobile radio was set up in the warehouse to get calls and to direct the boats in rescue work.

For five or six days when conditions were at their worst the O. K. executives remained at the warehouse, assisting in every possible way. The employees carried refugees, in the firm's trucks, to points of safety, and the offices were used as a health center. When the waters subsided, O. K. served as a clearing house for return of boats to owners.

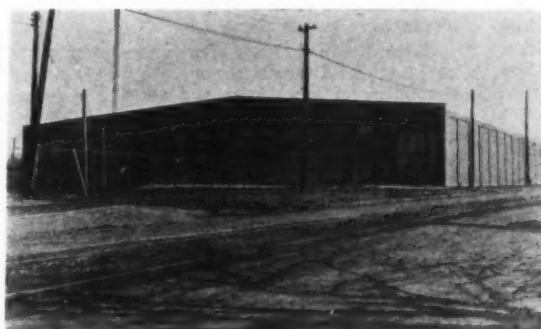
O. K.'s basement was flooded and two carloads of packing material were lost. In this emergency the company was aided by Bond, Chadwell Co., Nashville, and Shellhouse Fireproof Warehouse Co., Indianapolis, both of which supplied bar-

rels and boxes so that O. K. could continue its work of moving household effects saved by flood sufferers. And before the waters rose to dangerous heights O. K. hauled out the furniture of hundreds of families.

Falls City Warehouse Co., Inc., had six feet of water in its warehouses, with twenty feet in the street outside. Notwithstanding this, the company saved most of the stored goods. Of nine carloads of sugar, not a pound was lost. The employees, working eighteen hours at a stretch and with only one stove for heat, and in lantern-light, loaded the merchandise into cars, which the Illinois Central took to a dry point. By 2 A. M. the waters had risen so high that the police had to rescue the warehouse executives and employees. Coffee and stray sandwiches had been their only sustenance, and two of the men were so exhausted they had to be carried to the boats. The others hurried off to engage in relief work. One storage building caught fire and burned to the water's edge, as firemen could not get their equipment near it.

A. Arnold & Son Transfer & Storage Co., Inc., is situated on Broadway, through which thoroughfare the water became a river so swift that only strong powerboats could stem it. Yet the company saved all but a little of its customers' household effects, the employees working steadily from Thursday morning until Sunday night, when they were themselves

Right, Gulf Warehouse & Sales Co.'s air-conditioning building where 2,000 levee workers were housed and fed in Cairo. Below (left), scene at pitfire where coffee was cooked for the men.



Below (right), in this warehouse Glynn's Transfer & Fireproof Storage took in thousands of dollars' worth of furniture and automobiles for Cairo's residents.



### "Forget the Past and Work Like Hell"

O. K. Storage & Transfer Co., Louisville, sent this letter, after the flood was over, to its workers, who are Negroes:

"Dear Boys:

"You all know what we have been through during the past two weeks. Some of you perhaps have suffered some inconvenience and loss—nearly every one in Louisville has.

"What we have to do now is buckle down; take our losses on the chin; forget the past as much as possible and work like 'hell' for the future.

"I want each and every one of you to know that I heartily appreciate the spirit and hearty cooperation shown in helping during the rush in getting people out of distress; and I want you to know that I am 100%

behind you so long as you are behind me and the O. K. Storage.

"We are going out and get the business . . . you boys must take care of it and I want every one of you to hit the ball and hit it hard. That way you will have your job and your money without any change in payroll.

"Clean yourself and the equipment up—stick out your chin—and smile. Bring any of your troubles to me and I'll try and help you. It won't be long until things will be going good again, and when they are, WE, the O. K. STORAGE & TRANSFER COMPANY, want to be way out in front.

"SO! COME ON—LET'S GO—WE HAVE THE STUFF TO DO IT.

"Your Manager and Friend."

rescued in boats. The warehouse is fortunately high above street level and the goods were removed to the second floor. On one day the employees went without food except for coffee made in an electric percolator. The firm's office equipment was lost.

Kentucky Terminal Warehouse Company, Inc., had two feet of water in its plant but was able to save practically all the paints, oils, canned goods, food products and whiskey in storage. Twenty-five employees worked several days piling merchandise on stilts or using non-perishable goods for a base. Watchmen were on guard at all hours to discourage looting.

Tabb Storage Warehouse & Freight Transfer Line, in the inundated West End, had about half its plant flooded and lost about two carloads of news print paper. The company does a large hauling business, and it sent every vehicle to City Hall for relief work. The Tabb trucks and employees carried hundreds of persons to safety and also had to rescue the company's own horses.

More than \$2,000,000 worth of foodstuffs in Louisville warehouses was ordered by the Government to be destroyed. Due to the extreme precautions, of which this was a part, the city experienced not one case of typhoid.

### Cairo

CAIRO, Ill., with a defensive armor of strong levees, was the one fortunate city in the entire Ohio valley in withstanding the flood. The Jadwin plan of flood control, designed in 1928, was effective, but meanwhile the people did not sit idly by while waiting to see whether it would—and Cairo's warehousemen played no small part in the fine showing made by this fighting city.

Foodstuff had to be available when transportation dwindled to one automobile highway, and valuable furniture and merchandise were stored to protect it in the even-

tuality of inundations. To these pleas the Cairo warehousemen had an answer. Men were needed in executive and laboring capacities, and the warehousemen supplied their share.

The officers of Cairo Warehouse & Forwarding Co. and Pink & Co., Inc., gave unstintingly of their time. The former's plant was made the main office for clearance of supplies.

The warehouse of Glynn's Transfer & Fireproof Storage was a scene of great activity during the first mad rush of evacuation of women and children—made compulsory by mayoralty proclamation. A line of automobiles formed for two blocks, awaiting their turns to enter the Glynn elevator to be hoisted to the second and third floors. In all, 92 automobiles and thousands of dollars' worth of furniture were stored there.

Cairo River & Rail Warehouse supplied dirt from its premises for the filling of sand bags and gave to the city the service of Harry Lind, who, one of the firm's partners, is the city commissioner in charge of finances. On his shoulders rested a great portion of the work and responsibilities in the successful fight. He spent many days and nights in executive meetings. When Governor Horner arrived in Cairo on a flood-inspection trip, Mr. Lind pleaded the city's cause of finance and succeeded in enlisting the State's aid.

Gulf Warehouse & Sales Co., a subsidiary of the Spreckels sugar interests in San Francisco, ceased doing business and devoted all its time and the services of its seventy employees to the city's needs. Gulf's storage building, 200 by 400 feet, housed and fed 2,000 levee workers, in shifts, in order that there might be a minimum of disturbance of men sleeping. The building is air conditioned throughout and this fact aided materially in the maintenance of good health for the men quartered there. The warehouse was thrown open to all to use. In one section a miniature

hospital was established to care for the sick and injured, and here medical men were on duty at all hours to look after sanitation and food and health conditions, to keep them up to State standards.

Gulf's boiler room was converted into a kitchen where six cooks and several helpers were kept busy preparing hot stew and soup. Outside was prepared a large pitfire over which hundreds of gallons of coffee were made for distribution to the levee workers.

In addition to all this, the Gulf company donated nearly \$10,000 in the form of wages to employees, general expenses and a contribution to the Red Cross for flood relief. Gulf's manager, W. C. Sargeant, supervised the various activities.

### Memphis

MEMPHIS escaped the ravages of the flood, the Mississippi receding after reaching an all-time high at that point.

But the city's warehouse companies, although not forced to close their plants, played a role in the tense situation. They aided in caring for the refugees from the lowlands of Missouri, Arkansas and Mississippi. They made donations to the Red Cross. They stored reserve stocks of foodstuffs against possible emergency. They became clearing houses for Army supplies. Their executives cooperated to the fullest extent of their energies and goodwill.

"Delivering the goods as usual" was the practice, but there was some deduction in orders and a slowing down of truck-runs owing to submerged areas in adjoining States and in western Tennessee.

S. S. Dent, president of General Warehouse & Distributing Co., said to a correspondent:

"Tell the 'DandW' editor we are all high and dry. No fear from the highest all-time water level at fifty feet. The great amount of food

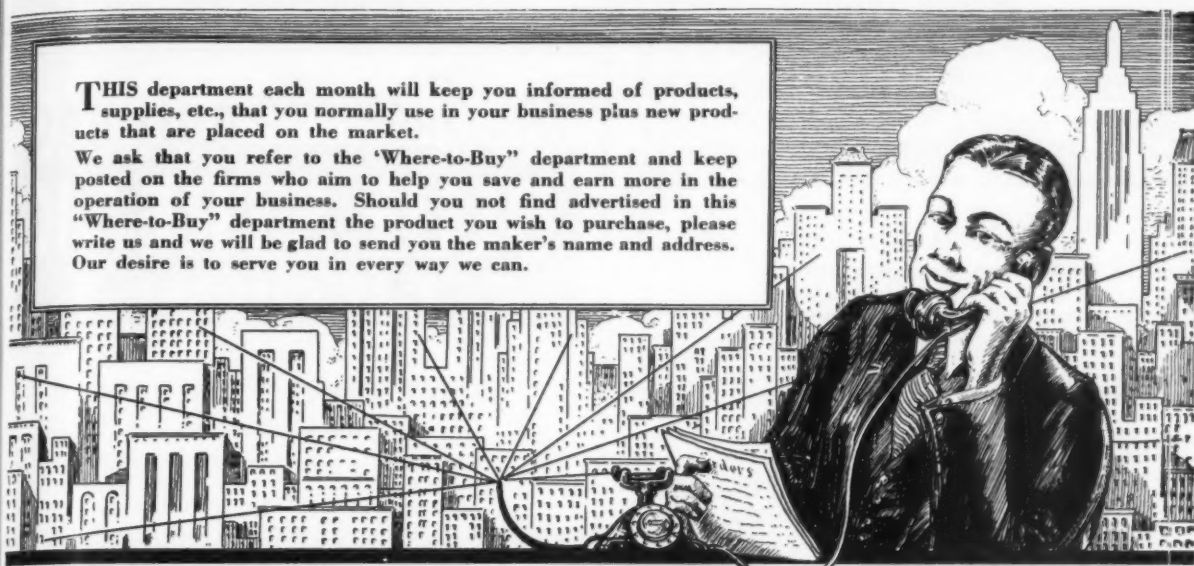
(Concluded on page 80)

to Williamson, we must confess that he phoned us after he received his February issue and



**THIS** department each month will keep you informed of products, supplies, etc., that you normally use in your business plus new products that are placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the firms who aim to help you save and earn more in the operation of your business. Should you not find advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the maker's name and address. Our desire is to serve you in every way we can.



# WHERE TO BUY

## NEW PRODUCTS

### Western Union Centralizes House-to-House Deliveries

**U**NDER its centralized control, Western Union has solved a most perplexing problem of distributing samples, advertising matter, catalogs and other material to the millions of housewives, professional men and retailers to whom such material must be delivered as the result of newspaper, radio and other types of advertising.

Prior to this service, industrial advertising men were forced to deal with separate agencies throughout the country in order to get such distribution. That meant that the material had to be shipped to each agency in proper quantity and with detailed instruction, usually supervised by men sent out from the factory.

Under the Western Union plan, the necessity of dealing with separate agencies has been eliminated and all that the advertiser has to do is to deal with the Western Union representative in his headquarters city. From that point on, market data is supplied for all points to be covered and full instructions are issued to the local offices under which the work is carried out, all under skilled supervision.

It frequently happens that Western Union takes the entire distribution problem off the advertising man's hands from the moment the printer completes his work or the factory manufactures the samples. The following is an example of just one catalog distribution job that was accomplished.

Seventy thousand catalogs, weighing a pound and half each, and addressed to service managers of automobile repair-shops, garages and dealers throughout the nation, were turned over to Western Union recently for complete handling from printer to individual addresses. Thompson Products, Inc., Cleveland, and its printer, the Chilton Company, Philadelphia, entrusted the job in its entirety to Western Union.

As the catalogs came off the press, they were delivered in lots of 5000 daily to the Western Union Distribution Center at Cleveland. There they were packed and shipped in bulk to telegraph offices in 294 larger cities over the United States for local messenger delivery at those points and also for re-shipment to other nearby offices for messenger delivery. Catalogs addressed to small towns were sent direct to the addressee

(Continued on page 46)

## WHERE TO BUY

### BLOTTERS (Advertising)

Reply-O-Blotters, 225 Varick St., New York City.

## Helping DISTRIBUTION Keep Step with Production!



● Many business men believe that merchandise, because it is on shelves or in warehouses of jobbers, distributors, or dealers is **SOLD!** But—the modern business man knows that until the ultimate consumer buys, his merchandise regardless of distribution, is **NOT SOLD!**

● The **REPLY-O-BLOTTER** is an ideal "Prospect-Selector," designed to produce replies. Used as a sales help, it will hammer home your story day after day, week after week—and when the psychological moment arrives, the cleverly **BUILT-IN REPLY CARD**, requiring no signature and no postage, will be returned as an inquiry or an order.

● Decide now to make a test. Put a few thousand **REPLY-O-BLOTTERS** on the desks of a few thousand prospects and then watch distribution keep step with production!

For Free Samples Write Direct to

## REPLY-O-BLOTTERS

BUY THEM FROM YOUR PRINTER

225 VARICK STREET

NEW YORK, N. Y.

complained that he had been misquoted. He said he wanted to see D & W on the trains for

**BODIES (Van)**

Gerstenslager Co.; Wooster, Ohio.

(See advertisement elsewhere in this issue.)

Herman Body Co., 4420 Clayton Ave., St. Louis, Mo.

(See advertisement elsewhere in this issue.)

**BRINE**

Solvay Sales Corp., 40 Rector St., New York, N. Y.

**CASTERS (Truck)**

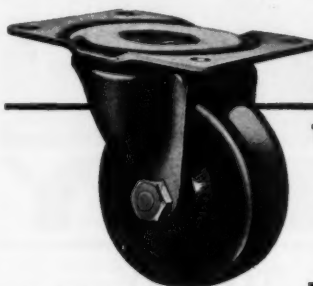
Bassick Co.; 38 Austin St., Bridgeport, Conn.

Fairbanks Co., 398 Lafayette St., New York, N. Y.

(See advertisement elsewhere in this issue.)

Hamilton Caster &amp; Mfg. Co., Dept. D, Hamilton, Ohio.

(See advertisement elsewhere in this issue.)



# **Bassick**

## **TRUCK CASTERS**

Over 456 sizes and types, from 2" to 10" diameter wheels—for every class of service.

No. 3616 or 3619 steel ball bearing swivel with Atlasite or Baco composition wheels.  
THE IDEAL DOLLIE CASTERS

**THE BASSICK COMPANY**  
Bridgeport Connecticut

**CONVEYORS**

American Utensil Co., 466 W. Superior St., Chicago, Ill.  
(See advertisement elsewhere in this issue.)

**CORDAGE**

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa. (Flat)

**COVERS (Piano)**

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co.; Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

**COVERS (Truck)****(Tarpaulins)**

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
(See advertisement elsewhere in this issue.)

**DOLLIES**

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.  
(See advertisement elsewhere in this issue.)

**EXTINGUISHERS (Fire)**

Solvay Sales Corp., 40 Rector St., New York, N. Y.

**FANS (Industrial Ventilation)**

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.  
(See advertisement elsewhere in this issue.)

**FURNITURE TIE**

J. E. Fricke Co., 40 North Front St., Philadelphia, Pa.

# *We Guarantee* **BULL DOG**

# **BLUE STREAK**

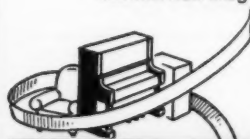
## **FLAT CORDAGE**

to be the  
**BEST FURNITURE TIE**  
you ever used

—or we will accept its return and give you full credit.

Bull Dog BLUE STREAK is Strong — over 1000 lbs. Tensile Strength: Soft — cannot scratch, burn or stretch: Flexible — ties and unties easily: Economical — wears indefinitely. Pays for itself many times over by lessening damage.

Stays Flat—Cannot Curl—2 inches wide. It costs less to use the best—specify Guaranteed Bull Dog BLUE STREAK Flat Cordage.

**THE J. E. FRICKE CO.**

40 North Front Street, Philadelphia, Penna.

MILLS: Hulmeville, Penna.

*Send for Free Samples and Low Prices*

from designated key cities located in minimum parcel post and express zones.

This reshipping plan not only has the advantage of impressive delivery by smartly-uniformed messengers but lower cost as well.

When desired, distributions are made in selected areas where certain classes of homes are located, or to drug stores, food stores, or any other type of prospect, thus avoiding waste of distributing to those who have no need for a product or do not have the ability to purchase it.

Because of the wide experience in this type of work, this company is able to supply authoritative information as to the preparation of lists, territories suitable for coverage, types of advertising that have been effectively used for similar purposes, etc.

A wide variety of services is offered, including the following:

1. Distribution of unaddressed samples, coupons, printed matter.
2. Delivery of addressed packages, envelopes, magazines, catalogs and directories, individually and in bulk.
3. Delivery of telegram with magazine or newspaper held open to sender's advertisement—with delivery of sample at same time, if desired.
4. Delivery of merchandise or samples in response to requests developed by publication or radio advertising. Names of local dealers furnished to inquirers.
5. Delivery of sales messages printed on distinctive messenger service stationery.
6. Delivery of displays. Placing them in position on dealer's counter or on the window, simultaneously with delivery of special announcement. Inspection of window displays and outdoor advertising.
7. Surveys among jobbers, retailers and consumers, by questionnaire or otherwise.
8. Clocking service under wide variety of conditions such as checking traffic flow to determine locations for stores or to count number of store customers.
9. By special arrangement with Railway Express Agency, rail or air.

(Continued on page 48)

*the benefit of the executives who are not familiar with the many advantages and savings of*

D and W, March, 1937

Page 47

## HOISTS (Chain and Electric)

Tale & Towne Mfg. Co., Philadelphia, Pa.

## INSECTICIDES

Barrett Co., 40 Rector St., New York, N. Y.

(See advertisement elsewhere in this issue.)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

(See advertisement elsewhere in this issue.)

## NAPHTHALENE FLAKES

Barrett Co., 40 Rector St., New York, N. Y.

(See advertisement elsewhere in this issue.)

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.

(See advertisement elsewhere in this issue.)

## PADS (Canvas Loading)

Canvas Specialty Co., Inc.; 90 Grand St., New York, N. Y.

Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.

Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.

New Haven Quilt & Pad Co.; 80-86 Franklin St., New Haven, Conn.

## IRON HORSE



Reg. U. S. Pat. Off.

## FURNITURE PADS

Always improving values through nineteen years of honest service.

Cut sizes 36 x 72, 54 x 72, 72 x 72, 80 x 72.

Write for prices and samples.

Van Linings  
Grand Covers Tietape



CANVAS SPECIALTY CO., Inc. 90 Grand St., N. Y. C.

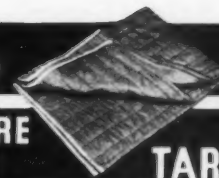
## Coordinated Rate Guide for Shippers and Receivers

For the convenience of shippers and receivers of goods, the "Co-Ordinated Rate Guide," declared to be the first shipping document of its kind in America, has made its appearance, published by the Consolidated Guide Corporation, 153 North Michigan Avenue, Chicago. It has 1,350 pages and presents 3,850 rates, totaling millions of rate quotations.

A thumb-index reference leads the reader to comparative rail, truck, express and parcel post shipping rates from 109 key points throughout the country to thousands of destinations. Air and water and foreign parcel post rates occupy sections, and another section lists thousands of cities, towns and hamlets with the serving rail, truck and navigation carriers.

One purpose of the book, according to the publisher's announcement, is to enable industries to explore new sales territories and effect many shipping economies in their buying as well.

## Fulco



*gilt-edge*

## FURNITURE PADS

## and TARPULINS

The best buy in Furniture Pads on the market today! FULCO is the quality pad with our special non-lump filler and reinforced Fulco Gilt Edge webbing ends. You will find FULCO PADS a real economy for both truck and warehouse use—give better protection—last longer.

Write today for 1937 prices on FULCO PADS, FULTEX and SHUREDRY TARPULINS (standard weather protection equipment for open trucks), REFRIGERATOR COVERS, RADIO COVERS, WIPING CLOTHS, BURLAP, and WRAPPING TWINE.

## Fulton Bag & Cotton Mills

Manufacturers Since 1870

ATLANTA ST. LOUIS DALLAS  
MINNEAPOLIS BROOKLYN NEW ORLEANS KANSAS CITY, KAN.

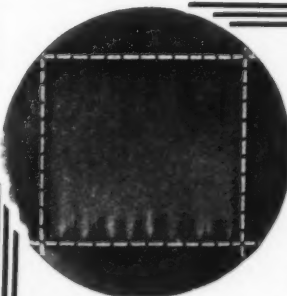
## Use PIONEER Van Pads and Be Safe



No need taking chances when you can assure the safe, sure delivery of every load by using PIONEER Van Pads.

Made of new cotton and jute. Covered with heavy drill and zig-zag stitched to prevent slipping and bunching. Made in various sizes to fit vans and all pieces of furniture. Assorted sizes for all moving purposes. Write for list of types and prices.

Louisville Bedding Co., Inc.  
Preston and Market Streets  
LOUISVILLE, KENTUCKY



## Extra Feature! Cross Stitched

## DREADNAUGHT PADS

THE only "extra-featured" pad on the market today. Dreadnaught Furniture Pads are sewn with hundreds of 3" squares. These squares prevent tears and give double quilting. Dreadnaught Pads are "extra-featured" but not extra priced.

## Cross-Stitched Pad Prices

36 x 72 in. cut size @	\$13.50
54 x 72 " " " "	\$19.75
72 x 72 " " " "	\$24.00
72 x 80 " " " "	\$25.00

## New Haven Quilt & Pad Co.

82-86 Franklin St. New Haven, Conn.

warehouse services. We imagine someone called him to task for reading something else or



**PADS (Kersey)**

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.  
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., Preston & Market Sts., Louisville, Ky.  
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.  
(See advertisement elsewhere in this issue.)

**PAPER (Moth Proofing)**

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

**PAPER (Tar)**

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.


# Safe!

## MOTH PROTECTION

No need to worry about dangerous poisonous gases—you get *safe* protection as well as *positive* protection when you use

## WHITE TAR NAPHTHALENE BALLS or FLAKES

*Write for Prices Today*



### THE WHITE TAR COMPANY

#### OF NEW JERSEY, INC.

(A Subsidiary of the Koppers Co.)

Belleville Turnpike      Kearny, N. J.

**PIANO DERRICKS AND TRUCKS**

Fairbanks Co., 398 Lafayette St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.  
(See advertisement elsewhere in this issue.)

**PLATFORMS (Lift Truck)**

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.  
(See advertisement elsewhere in this issue.)

**STACKERS (Case)**

American Utensil Co., 466 W. Superior St., Chicago, Ill.  
(See advertisement elsewhere in this issue.)

**TIRES (Industrial Truck)**

General Tire & Rubber Co., E. Market St., Akron, Ohio.

Goodrich Rubber Co., B. F., Akron, Ohio.

Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.  
(See advertisement elsewhere in this issue.)

*perhaps sleeping during his travels. In contrast to the aforementioned Traffic Manager who*

**New Products**

(Continued from page 46)

express shipments may be left at any Western Union office or picked up by messenger. No charge to shippers for this Western Union service.

The following are some of the large national advertisers who have recently used this distribution service: F. & F. Laboratories, 15,000,000 cough drop samples; C. B. Fleet Co., samples to physicians, etc.; Colgate-Palmolive-Peet, 8,000,000 folders in 26 states; American Cranberry Exchange, 274,000 recipe booklets; Proctor & Gamble, displays in 850 cities; Ralston-Purina, samples to homes, also census of chickens and cows.

### How Federal Warehouse Handles Whiskey

THE accompanying illustration shows the steel storage racks for whiskey, used by the Federal Warehouse, Inc., Boston, Mass. The racks were designed and built to the specifications of Wm. F. Heaney, the general manager.

The racks are as wide as the whiskey barrels with a narrow strip allowing the barrels to be rolled, if necessary, along the length of the rack. They are tiered three high and can be



lengthened or shortened by connecting bolts. Between each rack is a narrow aisle permitting the warehousemen to check on barrel identification marks, etc.

A material saving in handling costs is effected, because full information about lot numbers, age of the whiskey in the barrels, etc., is instantly visible, as against the old method of floor storage where handling and tipping barrels upside down is necessary to check on numbers. *Distribution and Warehousing.*

### Easton Industrial Trailer

THE Easton Car & Construction Co., Easton, Pa., has brought out an improved design of its type 820 industrial trailer. The new design is a light-weight all-steel trailer in welded assembly, with a flush steel deck and patented flush top coupler, cast in one integral piece with the steel trailer end.

The deck is lighter in weight, stronger and more durable than the wood deck formerly used. Its flush level surface provides greater carrying area and easier loading. A slightly raised bevel at the side edges prevents slipping off of freight.

Other features include the use of the automatic flush top double-trunnion type couplers which form a flush top extension of the deck level, thus making loading and unloading practical. Boxes can extend beyond the end of the trailer and rest evenly on the coupler. The releasing mechanism of the coupler is always below the deck level so that loads resting on top of the coupler in no way interfere with the ease of coupling and uncoupling.

Molded-on rubber tired wheels assure smooth running and a minimum of wear and strain. The front wheels are on caster mountings, while the rear wheels are supported in solid

(Concluded on page 50)

# "HALLOWELL" STEEL TRUCKS for ENDURANCE



Fig. 769—Tilting Truck with Racks  
Pat. Applied For

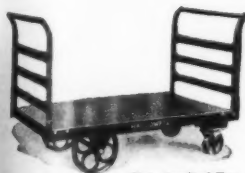


Fig. 754—"Hallowell" Floor Truck of Steel. Non-tilting. Write for Bulletin.

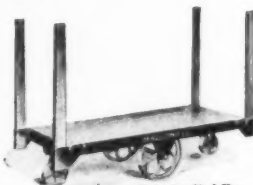


Fig. 752—"Hallowell" Floor Truck of Steel. Tilting. Write for Bulletin.

## THIS lifetime equipment—

Won't Work Loose in the Joints — there aren't any, because it's a welded job throughout, corners and all.

Platforms Won't Splinter—because they are a single piece of smooth, heavy steel plate.

Are Easy to Handle—because wheels have smooth bores or anti-friction bushings in hubs and casters, perfectly lubricated.

Are Absolutely Fireproof—the underwriters prefer them.

Will Last for Years and Years—with practically no repairs; which is why the "Hallowell" costs far less than others.

Our catalog fully describes the size and style you need. . . . Send for it, NOW!

## STANDARD PRESSED STEEL CO.

BRANCHES JENKINTOWN, PENNA. BRANCHES  
BOSTON DETROIT INDIANAPOLIS BOX 500 CHICAGO  
ST. LOUIS SAN FRANCISCO

## TIRES (Motor Truck)

General Tire & Rubber Co.; E. Market St., Akron, Ohio.  
Goodrich Rubber Co., B. F.; Akron, Ohio.  
Goodyear Tire & Rubber Co., 7144 E. Market St., Akron, Ohio.  
(See advertisement elsewhere in this issue.)

## TRAILERS (Motor Truck)

Freuhauf Trailer Co., 10938 Harper Ave., Detroit, Mich.  
(See advertisement elsewhere in this issue.)  
General Motors Truck Co., Pontiac, Mich.  
Herman Body Co., 4420 Clayton Ave., St. Louis, Mo.  
(See advertisement elsewhere in this issue.)

## TRUCK BODIES (Refrigerated)

Freuhauf Trailer Co., 10940 Harper Ave., Detroit, Mich.  
(See advertisement elsewhere in this issue.)  
International Harvester Co. of Am.; 606 S. Michigan Ave., Chicago, Ill.  
(See advertisement elsewhere in this issue.)

## TRUCKS (Hand)

Fairbanks Co.; 398 Lafayette St., New York, N. Y.  
(Lift, platform and stavedore)  
Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.  
International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.  
(See advertisement elsewhere in this issue.)  
Self-Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)  
(See advertisement elsewhere in this issue.)  
Standard Pressed Steel Co., Box 500, Jenkintown, Pa. (Platform)  
Ho & Towne Mfg. Co., Philadelphia, Pa. (Lift)

## FAIRBANKS HAND TRUCKS

Made in types for practically every purpose. Every part subject to excessive wear can be renewed easily and inexpensively. Backed by more than half a century of experience.

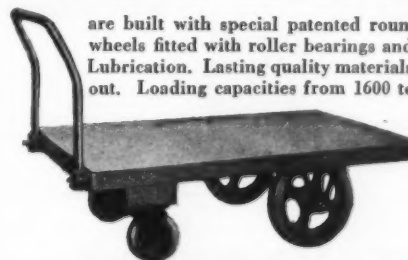
Write for Catalog No. 955.

## THE FAIRBANKS COMPANY

398 Lafayette St., New York, N. Y.  
Distributors in Principal Cities



## HAMILTON STEEL TRUCKS



are built with special patented round corners, the wheels fitted with roller bearings and with Alemite Lubrication. Lasting quality materials used throughout. Loading capacities from 1600 to 3200 pounds.

Let us quote our prices.

The HAMILTON CASTER & MFG. CO.  
Dept. D. HAMILTON, OHIO

thinks we have given the railroads too much free publicity, another wants us to give them

**TRUCKS (Jack)**

The Colson Corp., Elyria, Ohio.

*Save Money*

• GET MORE PRODUCTIVE  
MAN HOURS — MAKE HANDLING EASIER WITH

**Colson  
LIFT JACK SYSTEM**

• Detailed literature sent on request explains how. Write

**THE COLSON CORPORATION**  
3701 CEDAR STREET, ELYRIA, OHIO

**TRUCKS (Refrigerator)**

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

Self-Lifting Piano Truck Co., Findlay, Ohio.

**TRUCKS**

**Refrigerator—Platform  
and Trailer**

Deliver your Refrigerators  
on Rubber

Type x—\$20.00  
Type y— 21.50

Ask for  
Catalogue

**International Engineering Inc.**  
Dayton, Ohio 15 Park Row, N. Y.



**Not "Just another truck"**

Caster X-75 Truck handles all refrigerator cabinets easily and safely without damaging cabinets, floors, walls and woodwork. Avoids injuries to workmen. All-steel reinforced welded construction. Rubber tired wheels. Ballbearing swivel casters on one end eliminate lifting when gulding or making right angle turn in narrow hallways. Per set \$39.50.

**Self-Lifting  
Piano Truck Co.**  
Findlay, Ohio  
Manufacturers of  
Trucks Since 1901



Also manufacturing  
the No. 102 Balance  
Refrigerator Truck and  
Buckeye Sill Piano  
Truck. Write today for  
free circulars.

**WHEELS (Industrial Truck)**

Fairbanks Co., 398 Lafayette St., New York, N. Y.  
(See advertisement elsewhere in this issue.)

International Engineering, Inc., 1145 Bolander Ave., Dayton, Ohio.

**New Products**

(Concluded from page 48)

brackets welded to the under side of the deck. The trailers are coupled merely by bringing two trailers together. The coupling is accomplished by depressing a small foot lever at the side of the leading half.

Capacity of the truck is 4000 lbs. Deck length is 72 in.



width is 36 in. Piling strips can be readily attached. Rack steel tread wheels, special bearings, checkered deck and special dimensions as to height, length and width are available in specifications. *Distribution and Warehousing.*

**Indicating Device for Electric Industrial Trucks**

**A**N instrument for warning operators of electric industrial trucks when the battery should be removed and recharged.

The new instrument has been named the Exide discharge indicator. It is a small device, measuring 4 1/4 by 5 11/16 by 3 3/8 inches, and is mounted on the truck in sight of the operator. When the voltage drops to a predetermined point, a red bullseye flashes its warning signal to the operator, who then knows that the battery should be replaced at once with one fully charged.

The operation of the indicator is simple. A relay is set to operate on a predetermined voltage (25 volts for a 15-cell battery). When the battery discharges to the predetermined point, the relay trips and current flows to the signal lamp. The light can be seen for quite a distance.

These indicators will be made in standard sizes for operation with 12-cell, 15-cell, 16-cell, and 18-cell batteries. The company will supply special indicators to operate with other combinations of cells. Maker, Electric Storage Battery Co., Philadelphia. *Distribution and Warehousing.*

more. He told one of our representatives the other day that instead of our warehouse list-



# WHAT'S NEW

Shop Equipment  
Accessories  
Trade Literature

If you desire further information regarding products listed below, or copies of literature mentioned, we will gladly secure same for you. Just check the number in coupon and mail it to

## DISTRIBUTION AND WAREHOUSING

**1-Cle-Air for Easy Riding.** A combined shock absorber and air cushion especially designed for commercial vehicles. Works in conjunction with regular (steel) chassis springs, relieving the latter of a part of their load, while as a damper it controls the rebound. Made by Cleveland Pneumatic Tool Co.

**2-Battery Charger for Trailers.** An auxiliary battery charging device for commercial and house trailers and trucks, intended to provide extra current for lights, radios, electrical accessories and other devices, which will operate from the storage batteries. Direct-connected to a pneumatic rubber-tired wheel which is arranged so that it can travel freely along highway. Made by General Armature Corp.

**3-Piston with Positive Constant Clearance.** A steel-bound aluminum-alloy piston said to possess positive constant-clearance characteristics and freedom from cold slap. Made by Ray Day Piston Corp.

**4-Injector for All Fuel Grades.** A low-pressure fuel-injection system designed to handle fuels ranging from gasoline to the heavier furnace oils and developed for intake-port injection in spark-ignition engines. Claimed to be self-compensating for load variations. Made by Marvel-Schebler Carburetor Division of Borg-Warner Corp.

**5-Brake Failure Signal.** A hydraulic brake fluid leak signal to warn the operator of possible brake failure due to leakage at wheel cylinders or lines, check valve leak in master cylinder, etc. Lists at \$3.50 and known as Robinson hydraulic brake failure system. Maker, Reliable Machine Screw Sales Co.

**6-Solder Spray Gun.** Supplied complete with cord, plug, tinning compound, cleaning cloth, wire brush and specially-prepared spraying solder. Will spray solder on steel or aluminum without heating the body surface. Has self-cleaning nozzle. Made by Ernest Holmes Co.

## KEEP POSTED ON TRADE LITERATURE

**7-Lift Vans & Foreign Service.** A booklet containing information about the proper construction and use of lift vans for foreign shipments, also customs house requirements and clearances. Agents handling shipments in foreign countries. Lift van service information for Pacific Coast. Bowling Green Storage and Van Co.

**8-Skip Hoist & Drag Line Machinery.** A complete catalog covering the line of elevating, conveying and power transmitting machinery made by the Palmer-Bee Co.

**9-What Happens When You Ship a Package?** The title of a new booklet by Railway Express, attractively illustrated to explain the step-by-step procedure and protection given by this big organization in getting the load through to destination on time and in good condition. It also shows a tie-up with Western Union, rail, airways and the consignee to give convenience, speed of delivery and the final assurance of receipt. Other features are shown as well.

**10-Slide Rule of Truck-Trailer Size and Weight Restrictions.** A very convenient and yet accurate slide rule for determining size and weight restrictions in every state for truck-trailer combinations. Simple to operate. Write for your copy, care of D. and W., or direct to Fruehauf Trailer Co., Detroit.

**11-Tire Maintenance Manual.** Tells how to secure the most mileage from your truck tires. Given free by the General Tire & Rubber Co.

**12-Export Form Guide Book.** A complete schedule of forms for shipping and billing to foreign countries. Tells what forms are required by each country. Complete instructions are contained in 12 free books for shippers to Argentina, Australia, Brazil, Canada, Chile, Costa Rica, Guatemala, Irish Free State, Japan, Mexico, Newfoundland and South Africa. Published by Unz & Co.

**13-Roofing Life Extension.** A new 4-page folder dealing with the question of increasing the life of roof coverings. The folder describes how Flexrock saturated

cotton fabric and a special grade of asphalt add considerably to the life of roofs. Similarly, the same asphalt is claimed to be an economical solution to the problem of floor life. Folder published by Flexrock Co.

**14-Text Book on Nails.** A very interesting combined text book and catalog on nails, consisting of 44 pages, profusely illustrated with every conceivable type of nail, the common defects in ordinary nails, how these defects can be overcome, analysis of a nail, etc. A copy will be sent to anyone writing to the Angell Nail & Chaplet Co., 4530 E. 71st St., Cleveland, and mentioning the name of *Distribution and Warehousing*.

**15-Portfolio of Warehouse Forms & Advertising.** Something new for the Warehouse moving department. The second portfolio will feature forms for the storage department. Other services will follow. The moving department portfolio contains "Removal Announcements," "ICC Motor Carrier Act forms," "Order blanks," "ICC Warning stickers," "Daily Schedules," "Moving Bills," "Local Moving Contracts," "Standard Measurement

Sheets," business cards, blotters and other advertising material, all of which have been tried and tested. Printed by Milbin Printing Co., Inc.

**16-Boiler Problems.** An engineer's analysis of certain typical boiler problems and what to do. A brief but comprehensive discussion, profusely illustrated and containing technical information of value to operators. Pocket size and a ready reference. Sent free by L. J. Wing Mfg. Co.

**17-Three Valuable Diesel Booklets.** Warehousemen and motor freight operators who have been contemplating the use of Diesel engines in their trucks should by all means acquire the three instructive and well illustrated booklets describing the operation of the Cummins Diesel engine, its fuel distribution and injection system (one reason for its so successful operation), its record for reliability and fuel economy, etc. Just ask for the three Cummins Diesel engine booklets and *Distribution and Warehousing* will have them sent to you. Or if you care to, write direct to the Cummins Engine Co., care of Mr. P. E. Letsinger, Columbus, Ind.

Distribution & Warehousing,  
249 W. 39th Street,  
N. Y. City.

Please have forwarded to us without obligation complete information covering products or literature checked below:

1 3 5 7 9 11 13 15 17  
2 4 6 8 10 12 14 16

Signed ..... Company .....

Street .....

City..... State.....

March

ings stating: 'ship via any RR', we should name the various railroads in each instance. That is

*In no uncertain terms—*

*You boys are getting up on your hind legs  
to express yourselves—*

*That is as it should be—*

*If you disagree with the bottom line con-  
tributors in this issue, tell them so in the  
next—*

*If you think you have an idea that can't be  
disputed, you'll find out if you give us a  
chance to publish it.*

*That's a challenge from the*

**Bottom Line Editor**

---

*an old complaint we have been trying to remedy for years but some of the warehousemen*

## Waterways and Terminals

(Continued from page 22)

sible in keeping with the length and width of locks in the New York canal system.

Like the *Chester* and *Edgewater*, the new ships, named *Norfolk* and *Green Island*, will have disappearing superstructures to permit passage beneath bridges. The pilot house will rest on a hydraulic lift, to be lowered or raised as desired. Funnels will be built so they tilt, and masts will be raised and dropped within pipes.

Each vessel will have a freight capacity of 2,200 tons, slightly exceeding that of the *Chester* and *Edgewater*.

### Lakes Shipping Season Opens for Record Start

THE 1937 Lake shipping season unofficially opened in Toledo on Feb. 16 when the steamship *E. E. Pope* departed for Dearborn, Mich., with 3,200 tons of coal. Shipowners and tugmen said reopening of the port after only a few days more than two months made it the shortest winter season within their memories.

Dock officials said that while no arrangements had been made for handling cargoes of other vessels they believed successful completion of the voyage by the Nicholson Transportation Company vessel might start the coal trade across Lake Erie in earnest.

The *E. E. Pope* arrived in Toledo on Feb. 15, making the downbound trip from the Detroit River in six hours.

Usually it is necessary for tugs to go to Detroit and carve a channel through heavy ice for the first movement, but the unusually mild winter allowed the season to open at the early date.

Lake Erie coal shipments, despite a late start last year due to unfavorable weather conditions, were the greatest in history. Shippers hoped that, with added advantage of an early start, another record year would be experienced.

1936 coal tonnage was 21,072,883 tons—an all time Detroit record.

### Bills to Enlarge Federal Barge Line

SENATOR McNARY, of Oregon, introduced S.1410, a bill to amend the Inland Waterways Corporation Act by authorizing the Secretary of War to direct Major-General Thomas Q. Ashburn to operate a division of the Federal Barge Line on the Columbia River. Also has been introduced S.1350, by Senator Russell of Georgia, authorizing the Federal Barge Line to operate between Augusta and Savannah on the Savannah River.

### Bottle Note from St. Louis

SIX months ago a St. Louis city employee had a pop bottle, a scrap of paper and an idea. On the paper he wrote "Finder will receive \$1 by acknowledging." The paper he put in the bottle and the bottle he threw in the Mississippi River. Where was it found? (See end of this department.)

What is the most northern State in the United States? (See end of this department.)

### Reduced Import Rates

THE battle for business between the Eastern trunk lines and Central Freight Association lines in competition with motorship services via New York State Barge Canal and Great Lakes ports, and direct lake and

(Continued on page 55)

still insist on under-estimating the value of their directory listings. They don't seem to realize

#### BIRMINGHAM, ALA.

1860 — 1937

# HARRIS

Over 55 Years of Service

## Transfer & Warehouse Co.

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

• STORAGE
• DISTRIBUTION

• CARTAGE
• FORWARDING

Pool Cars Handled

#### BIRMINGHAM, ALA.

### STRICKLAND

## Transfer & Warehouse Co.

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution

Pool Car Service a Specialty—Motor Truck Service

Centrally Located—Free Switching from All R.Rs.

#### BIRMINGHAM, ALA.



MEMBER  
WAREHOUSEMEN'S  
ASSOCIATION

## WITTICHEN

Transfer & Warehouse Co.  
Fireproof Warehouse  
Household Goods and Merchandise  
Agents: Aero Mayflower Transit Company  
Member of Allied Distribution, Inc.



BONDED  
OFFICIAL SEAL

#### MOBILE, ALA.

R. P. POPE, Proprietor

## COMMERCIAL TRANSFER and STORAGE CO.

A complete merchandise transfer and pool car service

Storage space for rent, correspondence invited

#### MOBILE, ALA.

## Merchants Transfer Company


HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded

Authorized Transfer Agents

A.T.&N., G.M.&N., L.&N., M.&O. &  
Southern Railroads. Clyde Mallory S/S Co.

#### MONTGOMERY, ALA.



MEMBER  
WAREHOUSEMEN'S  
ASSOCIATION


## Alabama Transfer & Warehouse Co.

Cor. N. Perry & Pollard Sts.

BONDED — FIREPROOF —  
WAREHOUSE

STORAGE & DISTRIBUTION

Members N.F.W.A. — A.W.A. — S.W.A. —  
A.C.W. — A.V.L.



BONDED  
OFFICIAL SEAL

#### MONTGOMERY, ALA.

## MOELLER TRANSFER & STORAGE CO.

210-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate      Bonded      Trucking Service

Pool Car Distribution

Members: A.W.A., N.F.W.A., S.W.A.



## TUCSON, ARIZONA

## Tucson Warehouse &amp; Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

## FORT SMITH, ARK.

W. J. ECHOLS,  
PresidentMONT S. ECHOLS,  
Vice-PresidentJ. MONTAGUE WILLIAMS  
Sec'y-Treas.-Manager

## ARKANSAS WAREHOUSE COMPANY

General Merchandise Storage. Forwarding.  
Pool Car Distribution.

55,000 Square Feet Floor Space.

Modern Fire Proof Building. Sprinkler Equipped.

Lowest Insurance Rate.

On St. Louis, San Francisco Railroad Reciprocal Switching.



## LITTLE ROCK, ARK.



## Commercial Warehouse Co.

801-7 East Markham Street

A Complete Branch House Service  
Fireproof Sprinklered - Low Insurance  
Private Railroad Siding - Quick Service

## LITTLE ROCK, ARK.

Arkansas' Largest Warehouse  
Merchandise—Household Storage

• Absolutely  
Fireproof  
Low  
Insurance  
Rates  
Pool Car  
Distribution  
Compartments  
for household  
Goods  
•

## TERMINAL WAREHOUSE CO.

LITTLE ROCK

ARKANSAS

Member American Warehousemen's Association  
American Chain of Warehouses.

Agent for Allied Van Lines, Inc.



## LONG BEACH, CAL.

STORAGE-TRUCKING  
DISTRIBUTION  
FREIGHT-MACHINERY  
TRUCK CRANES  
RIGGING

457 GOLDEN AVE. - P.O. BOX 237

## LOS ANGELES, CAL.

Nine  
Metropolitan  
Locations

VAN &amp; STORAGE CO.

1335 S. Figueroa St.

HERB HOLT, Mgr.

## LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

## DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL  
the FIRST . . . Established 1893 . . . MORE THAN  
ORDINARY SERVICE . . . We invite inquiries relative to  
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

## LOS ANGELES, CAL.

EFFICIENT WAREHOUSING  
and DISTRIBUTION

## CALIFORNIA WAREHOUSE CO.

837 TRACTION AVE.

Sprinklered Concrete  
Building

Central Location

Spur Tracks

Low

Insurance

Cartage

Service  
Merchandise  
Exclusively

Specialist in Feed Distribution

## LOS ANGELES, CAL.

Fireproof Warehouse in the Heart of the  
Residence District. Distribution Com-  
mitted Care of House-  
hold Goods Solicited.  
We Reinsure

## FIDELITY

VAN and STORAGE

1836 Arapahoe St.—Near Washington Blvd.  
Beverly Hills—Westwood—Wilshire District—Hollywood

## LOS ANGELES, CAL.

316 Commercial Street

## Los Angeles Warehouse Company

Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly  
Hills, and Los Angeles direct to us. We will insure  
you satisfied customers. A complete service.

## LOS ANGELES, CAL.

1950 S. Vermont Avenue, Los Angeles



SERVES CALIFORNIA



## LOS ANGELES, CAL.

METROPOLITAN  
WAREHOUSE CO.Merchandise Warehousing  
and Distribution

U. S. Customs Bonded

Reinforced Concrete Sprinklered Building

Centrally Located in Metropolitan Area

Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET

LOS ANGELES

MEMBER

ALLIED DISTRIBUTION, Inc.

1525 Newberry Ave. 11 West 42nd St.

Chicago, Ill. New York City



Offices for Rent

Telephone and

Secretarial Service

Sub Basement for

Cool, Dry Storage

## LOS ANGELES, CAL.

We Solicit Your Shipments and  
Pool Car Distribution

1610 SOUTH VERMONT AVE.

FIREPROOF WAREHOUSE FOR HOUSEHOLD GOODS

Members California Van & Storage Association  
National Furniture Warehousemen's Association

that the easier they make your task when you refer to their listing or ad, the more likely

(Continued from page 53)

ocean lines from Europe via Montreal to the same lake ports, has broken out anew.

Effective March 25, expiring Nov. 30, reduced summer rates are in effect on canned fish in cases, salt fish in barrels, and stockfish in bales. Also on following seed items: mustard, poppy, rape and caraway.

These reductions represent the first major move by the westbound Trans-Atlantic Conference lines and the railroads serving Atlantic ports to offer vigorous competition to direct steamship service from Europe to the western lakes.

The present freight rates from New York on canned fish in cases, salted fish in barrels and stockfish in bales to Great Lakes competitive points are as follows:

From New York to:	Standard all rail	Differential all rail	Rail- Lake
Chicago .....	48¢	45¢	44¢
Milwaukee .....	49	46	45
Detroit .....	39	36	36
Cleveland .....	36	—	36
Duluth .....	69	66	50
St. Paul .....	69	66	64
Minneapolis .....	69	66	64

The approval given by the railroads to reduced summer season import rates on fish items contemplates a standard all-rail rate of 30 cents per 100 pounds to Chicago, Milwaukee, Detroit and Cleveland, and 43 cents per 100 pounds to Duluth, St. Paul and Minneapolis. The proposed rates to the latter three points will be subject to concurrence by the western lines. It is contemplated that a differential rate not to exceed a maximum of 2 cents will be applied against the lowered standard all-rail rate.

Aligned with the reduced railroad rates the ocean conference lines plan to make a rate of 20 cents per 100 pounds on the fish items, providing an ocean-rail combination rate of \$11 per ton to Chicago, Milwaukee, Detroit and Cleveland.

On seed items the present rates from New York on mustard, caraway, and poppyseed follow:

From New York to:	Standard all rail	Differential all rail	Rail- Lake
Chicago .....	73¢	69¢	67¢
Detroit .....	62	58	58
Milwaukee .....	76	72	70

On rapeseed the present rates from New York follow:

From New York to:	Standard all rail	Differential all rail	Rail- Lake
Chicago .....	52¢	48¢	48¢
Detroit .....	43	39	39
Milwaukee .....	53	49	49

The approval given by the trunk and Central Freight Association lines is for establishment of a standard all-rail rate on mustard, caraway, poppy and rapeseeds from New York to Chicago, Milwaukee and Detroit of 34½ cents per 100 pounds.

The exact measure of the seed rates to be established by the westbound conference lines had not been announced early in March.

It is understood some of the westbound trans-Atlantic lines have asked the railroads to consider reduced rates also on barbed wire, fireclay, binder twine, and liquors, but the traffic executives' committee in eastern territory declined to entertain such proposals at this time.

#### Sugar at Peoria

SUGAR moving on combination water-rail rates from New Orleans may be stored in transit in Peoria, Ill., public warehouses. This order became effective on Feb. 17 in accordance with Supplement No. 1 to the Federal Barge Lines Tariff No. 9-N, I.C.C. No. 113, issued on Jan. 13. Heretofore this privilege was extended only to sugar stored in the Barge Lines' warehouse at Peoria.

"The new tariff," said A. J. Walker, general man-

(Concluded on page 56)

#### LOS ANGELES, CAL.

### Overland Terminal Warehouse

Ninth and Alameda Sts.

General Merchandise Storage  
U. S. Customs Bonded Storage  
Cool Room Accommodations  
"Vacufume" Process of Fumigation

MANAGED AND OPERATED BY

#### CROOKS TERMINAL WAREHOUSES

CHICAGO NEW YORK KANSAS CITY  
419 W. Harrison St. 271 Madison Ave. 1104 Union Ave.

CALIFORNIA'S MOST MODERN WAREHOUSE  
SERVED BY THE UNION PACIFIC

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MERCHANDISE  
STORAGE AND  
DISTRIBUTION  
DRAYAGE  
CYANIDE FUMI-  
GATION  
BROKERS' OFFICES  
SECRETARIAL  
P.B.X.  
FINANCING  
SERVICE



### Pacific Commercial Warehouse, Inc.

923 East Third St. Los Angeles, California  
SPECIALIZING IN STORAGE AND DISTRIBUTION  
OF FOOD PRODUCTS

Represented by NATIONAL WAREHOUSING SERVICE  
519 W. Roosevelt Road Chicago, Ill.

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1817-1825 INDUSTRIAL STREET

### Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE  
Storage Distribution Drayage

Represented by Distribution Service

340,000 Square Feet 54 Motor Trucks  
New York Chicago San Francisco

#### LOS ANGELES, CAL.

W. E. TEAGUE, Pres.  
B. F. JOHNSTON, Gen. Mgr.

### UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.8 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

#### LOS ANGELES, CAL.

### Make Westland Warehouses

Your Distribution Headquarters  
in So. California

Member, A. W. A.  
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.  
Service

Westland  
Warehouses, Inc.  
4814 Loma Vista Ave.,  
Los Angeles, Calif.  
Room 1305  
38 So. Dearborn St.  
Chicago, Ill.



## OAKLAND, CAL.

**OAKLAND WAREHOUSE TERMINALS**

20th &amp; CAMPBELL STS.

OPERATED BY MERCHANTS EXPRESS CORP.

SAME OWNERSHIP AS

**Southern Pacific Terminal Warehouse**

4TH &amp; BERRY STS., SAN FRANCISCO

OPERATED BY WALKUP DRAYAGE &amp; WAREHOUSE CO.

Modern buildings with lowest insurance rates and largest fleet of motor equipment in the bay area.

Most complete and efficient transbay service. Exclusive contracts all railroad store door services.

**STORAGE & POOL CAR DISTRIBUTION OF FURNITURE AND MERCHANDISE**

MEMBER AWA

## SAN DIEGO, CAL.

**MODERN MERCHANDISE STORAGE AND DISTRIBUTION**

**SAN DIEGO  
MUNICIPAL  
WARE-  
HOUSING  
CORPORATION, LTD.**

20-Car Capacity at Three Buildings Strategically Located. Private Sidings & Waterfront Dock Facilities, Giving a 935-Foot Dock Length and a Draft of 36 Feet.  
Customs, U. S. Warehouse Act, and State Bonded.  
Sampling, Sorting & Cleaning. Low Insurance. Pool Cars Handled. Specialize in Cotton, Beans, Grain, Wool, Canned Goods, Paper, Sugar, Nails and Pipe.  
Motor Freight Terminal. Frank C. Seehorn, Manager.  
1265 HARBOR ST.

## SAN FRANCISCO, CAL.

CONSIGN TO

**DE PUE**

WAREHOUSE CO.

FIRST

AND

BRANNAN

## SAN FRANCISCO, CALIF.

**FARNSWORTH & RUGGLES**

(Established in 1859)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE  
Pool Car Distribution Motor Truck Fleet  
Terminal at First, Brannan and Federal Streets  
In the heart of the shipping district

## SAN FRANCISCO, CALIF.

**GIBRALTAR WAREHOUSES**

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

**OVERLAND FREIGHT TRANSFER CO.**

AND

**TILDEN SALES BUILDING**

(Concluded from page 55)

ager of National Warehouse Co., Peoria, "was issued in compliance with the petition of National Warehouse Co. to provide a more northern point for transit storage in public warehouses, so that shipments to points in the north central territory may be expedited. Sugar shipped to Peoria by water and stored in transit at that city will move forward to points in Illinois, Indiana, Iowa, Michigan, Minnesota, Nebraska, North Dakota, South Dakota and Wisconsin."

**Import Canned Fish**

AN unusual and somewhat delicate problem has arisen in connection with establishment of the reduced import rail rates on canned fish and salted fish in barrels effective on March 25. While the standard all-rail rate from New York to Chicago is to be reduced from 48 to 30 cents per 100 pounds with a rate of 2 cents less for differential all-rail service and a rate of 26 cents for rail-lake service, it does not appear that differential transportation will be utilized.

Ocean carriers bringing the fish from Norway to the Atlantic seaboard are quoting what is equivalent to a through rate of \$11 from Norway to Chicago. This is based on use of standard all-rail service. Inquiries by importers as to whether the ocean carriers would refund the 2-cent saving attaching to use of differential all-rail routing from New York, or the 4-cent saving resulting from the use of rail-lake service, have elicited responses that the \$11 through rate is applicable to all forms of routing. Inasmuch as a refund will not accrue to consignees through use of differential service, it is considered highly improbable that other than standard all-rail routing will be specified.

This situation has aroused protests from the differential services, inasmuch as their differential rates in effect become paper rates. In other words, on arrival of import fish at New York, if the consignee specified routing by one of the differential services, the resulting saving in the rail transportation costs would be retained by the steamship carrier as part of its share of the \$11 through rate. In view of the fact that transit time by the differential routes is somewhat longer than by the standard all-rail lines, the inability to secure the rate advantage of differential service will lead the consignees to specify standard all-rail routing.

It is understood some of the fish consignees in the central territory are not prepared as yet to accept this arrangement as final, holding that the through \$11 rate is based on standard rail service and that any savings through use of differential routings should be given to them.

In all probability the larger importers of these items who have been enjoying rates equal to or lower than those proposed above via Fjell Line steamships with more frequent sailings and shortening in time schedules as well as the direct tramp steamers into these ports without the inconvenience and more or less damage in rehandling at Atlantic ports, are not going to accede readily to these proposed rates, inasmuch as no reduction was offered by the rail and ocean conferences until the direct lines put these products into lake ports with less inconvenience, practically no damage or shortage which have resulted when the traffic is rehandled at Atlantic ports.

**Answers:**

1. Bottle was fished out of Gulf of Mexico by a Jacksonville, Fla., resident, who collected his dollar.
2. Minnesota.

**Southwest Convention April 8-10**

The Southwest Warehouse and Transfermen's Association will hold its semi-annual meeting at the Baker Hotel at Mineral Wells, Texas, on April 8, 9 and 10.

warehousemen by allowing us to publish your names in connection with your statements.



**SAN FRANCISCO, CALIF.**

**CONSIGN TO**  
**THE HASLETT WAREHOUSE CO.**  
 280 Battery St., San Francisco  
 Operators of the most complete warehouse and distribution system in the San Francisco Bay area.  
**STORAGE—CARTAGE—COLD STORAGE (OAKLAND)**  
**FIELD WAREHOUSING—FAST TRANSBAY DELIVERY SERVICE**  
 S. M. HASLETT, President  
 Member American Warehousemen's Assn.  
 Member American Chain of Warehouses, Inc.

**SAN FRANCISCO, CAL.**



**Complete Warehousing Service**

for  
**General Merchandise**  
**Liquors - Drugs**

Drying, Pool Car Distribution, Office Accommodations and Telephone Service

**SAN FRANCISCO WAREHOUSE COMPANY**  
 625 Third St. Sutter 3461  
 Member: American Warehousemen's Association  
 Distribution Service, Inc.

**SANTA ROSA, CAL.**

**ALEXANDER'S**  
 In Santa Rosa for  
**FIREPROOF STORAGE,**  
**MOVING—PACKING**  
**and SHIPPING**  
 A St., at 2nd



**30. PASADENA, CAL.**

EST. 1913  
**ONEONTA**  
**TRANSFER AND STORAGE**  
 812 FREMONT AVENUE  
**Coast to Coast Motor Van Service**  
**Complete Moving and Storage Facilities**

**VENTURA, CAL.**

**VENTURA TRANSFER COMPANY**

**POOL CAR DISTRIBUTION**  
 Established 1881  
 Two Brick & Concrete Buildings for Storage and Distribution of Household Goods. Motor Truck Service.  
 Members of NFWA—YFA—CalV&SA  
 Send Inquiries to P. O. Box 296

**DENVER, COL.**

**North Denver Transfer and Storage Company**

**Modern Merchandise Warehouses**

A dependable agency for the distribution of merchandise and manufactured products.

**Storage Cartage Forwarding Distributing**

**Centrally Located**

**Free Switching**

Office: 2016 Blake Street, DENVER, COLORADO



**DENVER, COL.**

We offer a complete service—Merchandise and Household Goods Storage, Pool Car Distribution, Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a statewide daily motor freight service under regulation of the Public Utilities Commission.

Connections with Interstate Truck Lines to Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug Vault, Fumigating Vault, Private Lockers

**The WEICKER TRANSFER & STORAGE CO.**  
 1700 Fifteenth Street  
 DENVER COLORADO  
 Member of N. F. W. A.—A. G. W.—A. W. A.

**PUEBLO, COLO.**

**BURCH WAREHOUSE AND TRANSFER CO. INC.**



General Office and Warehouse  
 200 SO. SANTA FE AVENUE  
 Modern Sprinklered Fireproof Building  
 Freight Forwarding and Distribution  
 Household and Merchandise Storage  
**PACKING AND SHIPPING**  
 Member of N.F.W.A.—A.W.A.—Colo. W.A.

**BRIDGEPORT, CONN.**

E. G. Mooney, Pres. J. G. Hyland, Mgr.

**Hartford Despatch and Warehouse Co.**  
 1337 Seaview Avenue



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE DOCK AND RAILROAD SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND HARTFORD, CONN.



Member of A.W.A., N.F.W.A., A.C.W., A.F.L.

**GREENWICH, CONN.**

**DRINKWATER SONS, Inc.**

**NEW CANAAN, CONN.**  
**BEDFORD, N. Y.**  
**PORT CHESTER, N. Y.**

Offices  
 122 RAILROAD AVE.  
 2 WAREHOUSES  
**STORAGE, MOVING**  
 50 Years in Business  
 Member N.F.W.A. C.W.A.



Agents for Allied Van Lines, Inc.

**HARTFORD, CONN.**

E. G. Mooney, Pres. J. G. Hyland, Mgr.

**Hartford Despatch and Warehouse Co.**  
 252 Asylum Street, Hartford, Conn.



STORAGE AND DISTRIBUTION DAILY THROUGHOUT CONNECTICUT AND MASSACHUSETTS. PRIVATE DOCK AND RAILROAD SIDING. SPECIAL FACILITIES FOR MOVING, PACKING AND SHIPPING OF HOUSEHOLD EFFECTS. WAREHOUSES AT SPRINGFIELD, MASS. AND BRIDGEPORT, CONN.



Member of A.W.A., N.F.W.A., A.C.W., A.F.L.

**NEW HAVEN, CONN.**

M. E. Kiely, Mgr.

**DAVIS STORAGE COMPANY**  
 335 East St., New Haven, Conn.



Modern Fireproof Merchandise Warehouse.  
 Private seven-car siding adjacent to Steamship and R. R. Terminals.  
 Pool and stop over cars distributed.  
 Motor Truck Service to all towns in Connecticut.  
 Low Insurance Rate. Prompt, Efficient Service.

**ATTENTION WAREHOUSEMEN**

Isn't it logical that your ads should be read by your prospects rather than other warehousemen? That's why D and W is now edited for your prospects. More than 7,000 of them read it.

Forget your publicity-shyness. You have nothing to lose and everything to gain. We'll con-

## NEW HAVEN, CONN.

## STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

## THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, MTA of C, New Haven Chamber of Commerce, Hauling member Allied Van Lines, Inc.



## NEW HAVEN, CONN.

MEMBER



PAUL A. DAHLGARD, Owner

## West Haven Trucking Company

Storage Warehouses

Offices, 435 Congress Ave.

Household Goods, Storage, Packing, Shipping, Receiving

## WASHINGTON, D. C.

J. P. ROGERS, Pres.

## CALVERT &amp; ROGERS, Incorporated

General Merchandise Storage &amp; Distribution

Pool Car Distribution & Hhg. Moving—Specialties—Refrigerators—Stoves—Washers—Motor Oils, Etc.

Private B.&amp;O. Siding, Langdon, D. C.

## WASHINGTON, D. C.

Telephone ADams 5600



## FEDERAL STORAGE COMPANY

1707 FLORIDA AVENUE

E. K. MORRIS, President (See Page Advertisement Directory Issue)  
Member—National Furniture Warehousemen's Association

## WASHINGTON, D. C.

## FIDELITY STORAGE

1420 U Street, Washington, D. C.

Packing, Shipping, Inter-City Removals, Silver Vaults

Member of A.W.A.—N.F.W.A.

## WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY

## Security Storage Company OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000.

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

1140 Fifteenth Street, Washington  
31 Place du Marche St. Honore, Paris

## WASHINGTON, D. C.

## Modern Fireproof Building

LONG DISTANCE MOVING

PACKING STORING SHIPPING



## SMITH'S

TRANSFER &amp; STORAGE CO., INC.

1313-15-17-19-21 You Street, N. W.

Member—Mayflower Warehousemen's Association

## WASHINGTON, D. C.

## GENERAL MERCHANDISE STORAGE

Pool Car Distribution—City Delivery Service

Direct Switching Connections into Warehouse  
Pennsylvania Railroad

## TERMINAL REFRIGERATING &amp; WAREHOUSING CORPORATION

4th and D Streets, Southwest

Member of A. C. W.

## WASHINGTON, D. C.

W. E. EDGAR, Supt.

## THE TERMINAL STORAGE COMPANY OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. &amp; O. R. R.

Heated rooms for protection against freezing.  
Member of American Warehousemen's Association

## WASHINGTON, D. C.

Established 1901

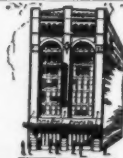
## UNITED STATES STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory issue, page 104)

Member of N.F.W.A.—W.W.A.



## JACKSONVILLE, FLA.

A. H. Laney, Pres. &amp; Mgr. W. W. Delcher, Sec. &amp; Treas.

## LANEY &amp; DELCHER STORAGE CO.

657 East Bay St.

Merchandise Storage and Pool Car Distribution

Negotiable and non-negotiable receipts issued.

FIREPROOF WAREHOUSE—LOW INSURANCE RATES

## JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE

## UNION TERMINAL WAREHOUSE COMPANY

East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution  
Reconsigning—Trucking Service—Trackage 52 Cars  
Reinforced Concrete—Sprinkler System—A.D.T. Service  
Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice, Western Union Tel.  
Members A.W.A.—A.C.-of-W.—J.W.A.

tinue to publish your statements, unsigned, if you insist, but we'll wager that as soon as a

## "We've Heard that"—

(Concluded from page 35)

2. Upon request, freight unloaded as per paragraph (1) will be reloaded by carriers and forwarded to other deliveries, or to points beyond, at a charge of 2½ cents per 100 pounds in addition to rate applicable from re-loading point to final destination.

3. Upon request, and when it is practicable to do so, carriers will handle freight described in paragraph (1) from one place to another place within the same car at a charge of 2½ cents per 100 pounds on actual weight of entire shipment in car.

4. The foregoing service will not be extended to shipments moving under transit arrangements or stop-over privileges in bulk or requiring use of cranes or derricks to unload or reload.

### Flowers o o o

Government scientists have a new process for shipping fresh flowers in near-zero weather.

A package of roses, sweet peas, gardenias, carnations and buttercups, packed by the process, came to the Department of Agriculture from the West Coast by air. The process used an old principle that water liberates heat as it freezes.

Newspapers, which had soaked up about ten pounds of water, were wrapped around the flowers. They were packed in an ordinary box wrapped with wax paper and heavy wrapping to keep the moisture and heat in.

When the cold air of the Rocky Mountains struck the plane the water-soaked papers began to freeze. This freed the "latent heat of fusion."

Inside the box the temperature never went below 32 degrees, although readings as low as 4 degrees were registered outside.

### Cherries o o o

Cherry production in the United States for the next five years will be as high if not higher than the average of the past five. The number of trees of bearing age increased 35% from 1930 to 1935. There were slightly more than 15,000,000 cherry trees in this country in 1935. About 11,000,000 were in the twelve important commercial States—New York, Pennsylvania, Ohio, Michigan, Wisconsin, Montana, Idaho, Colorado, Utah, Washington, Oregon and California. The peak production year in these States was 1932, with 127,108 tons. Production in 1936 was 103,650 tons; this was 14% less than 1935 and 4% less than the five-year average. Above-average yields were harvested in Michigan and the Pacific Coast States, but yields elsewhere were reduced drastically by late spring freezes. Because of a short crop the 1936 pack of canned sour cherries was much below normal. This enabled canners to clean up stock remaining from the heavy 1935 pack.

### POSITION WANTED

As manager. Six years in charge of household furniture warehouse (60,000 sq. ft.). Competent executive and office man. Successful estimator and business-getter. Aged 37. Will accept position in any part of the United States.

Address Box X-538, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

### MIAMI, FLA.



C. A. Burnet, Pres.

812 Cox, Seelye—Trans.

**C. A. BURNET WAREHOUSE  
& TRANSFER CO., Inc.**

20-26 N.E. 11th St.

Largest Commercial Storage Warehouse  
in Miami. Five Stories absolutely  
Fireproof—Private Siding.

Centrally Located to Jobbing Trade—Building A.A.A. Construction



### MIAMI, FLA.

W. M. KELLEY, Manager

**CHAILLE WAREHOUSE**

**Merchandise Storage and Pool Car Distribution**

Office, 117 N.E. 26th St.

Private Siding  
on F.E.C. Ry.

**Sprinklered**

Low Insurance  
Rate

### MIAMI BEACH, FLA.

**Washington Storage Co., Inc.**

1001 Washington Avenue

**Moving—Packing—Shipping—Storage**

Members NFWA, SOWA

### PENSACOLA, FLA.

W. A. Ray, Pres. & Mgr. M. Ray, Sec.-Treas.

**The Bonded Warehouse Company**

Handling merchandise in brick buildings sprinklered, on private siding L&N (3-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

For merchandise and household goods we have at 711 Jefferson St. 25,000 sq. ft. Consign CL Shipments via L&N; LCL via L&N-Frisco. Specialize in sugar, auto., oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

### PENSACOLA, FLA.

H. P. Ferriss, Pres. H. W. Ferriss, Mgr.



**FERRISS WAREHOUSE and  
STORAGE CO.**

**Merchandise and Household Goods Storage**

Pool Car Distribution on private siding  
L. & N Ry.—Free switching from Frisco

### ST. PETERSBURG, FLA.

**SOUTHERN TRANSFER &  
STORAGE COMPANY, INC.**

Household Goods  
Storage Packing Shipping  
**LONG DISTANCE MOVERS**  
Collections promptly remitted  
Member National Furniture Warehousemen's Assn.

### TAMPA, FLA.

"Your Tampa Branch House"

**GALDWELL  
BONDED  
WAREHOUSES**

INCORPORATED

**MERCHANDISE**  
Storage & Distribution  
Fireproof Buildings  
Waterfront Whar. and  
Private Docks

**U. S. CUSTOMS**  
Bonded Storage  
Government Storekeeper  
retained permanently.  
Normal temperatures for  
Wines and Liquors.

**HOUSEHOLD**  
Moving & Storage Agents  
Aero Mayflower Transit  
Co.  
National Long Distance  
Movers

Members Mayflower Warehousemen's Assn.  
American Chain of Warehouses

few of you break the ice, the rest will follow suit. Harry G. Stouffer of the National Ter-



## TAMPA, FLA.

*"The Safest Place in Tampa"***LEE TERMINAL****MERCHANDISE STORAGE**

Pool Car Distribution—Rail & Water Connections—Clean dry storage space—Night and day Watchman. Negotiable receipts issued. Invoicing accurately done. Every service required of a Branch House.

**HOUSEHOLD GOODS**

Storage—Moving—Packing—Shipping. Make your consignments to us and be assured of entire satisfaction. Agents ALLIED VAN LINES, National Furniture Movers, Corporation Employee Moves solicited.

Lee Terminal Service combines a warehouse building so constructed as to enjoy Tampa's Lowest Insurance rate. Ideally located for economic distribution. The utmost care is given all shipments and collections are made and remitted promptly.

Members AWA—NFWA—SoWA

Represented by DISTRIBUTION SERVICE, INC.

## TAMPA, FLA.

**TAMPA UNION TERMINAL, INC.**  
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by S.A.L. and A.C.L. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

*"Let Us Solve Your Distribution Problems"*

Member American Warehousemen's Association

## TAMPA, FLA.

WILLIAM J. EVE, Manager

**WAREHOUSE, INC.**

BONDED

**CARLOAD AND COMMERCIAL STORAGE  
POOLED CAR DISTRIBUTION**

Morgan and Water Streets, Tampa, Florida

## ATLANTA, GA.

FRED E. STEVENS, Owner and Manager

**Atlanta Service Warehouse**

223 Spring Street, S. W.

**Merchandise Warehousing  
Pool Car Distribution**

Con. of Ga. Ry. Trackage

*"Service" Is Our Middle Name*

Members A.W.A.

## ATLANTA, GA.

**BONDED SERVICE WAREHOUSE**

432-434 Marietta Street

**BONDED  
FIREPROOF STORAGE  
MERCHANDISE  
AND HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION**

## ATLANTA, GA.

BONDED

**General Warehouse & Storage Co., Inc.**

272-274 Marietta St., Atlanta, Ga.

**Consigned stocks handled for Manufacturers  
Remittance made day received  
Store door delivery—Re-packing—Re-shipping****MERCHANDISE DISTRIBUTION**

Sprinkler System—R.R. Trackage—Pool Car Distribution

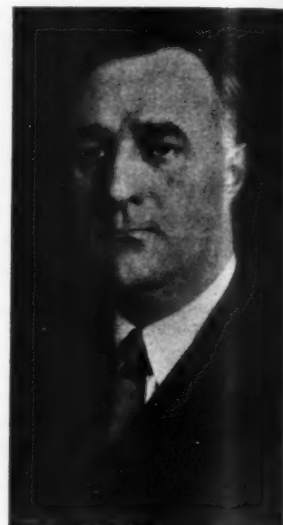
**Kenwood Is New President  
of Canadian Association**

EVERY branch of the distribution and warehousing business was represented and their problems discussed at the annual convention of the Canadian Storage and Transfermen's Association at the Royal York Hotel in Toronto on Feb. 16-18, with delegates present from every Province in the Dominion and with guest speakers from the United States. Officers were elected as follows:

President, W. G. Kenwood, president Kenwood's Limited, Montreal.

Cold storage vice-president, Frank Kennedy, Terminal Warehouses Limited, Toronto; merchandise vice-president, R. V. MacCosham, president MacCosham Storage & Distributing Co., Edmonton; household goods vice-president, M. A. Rawlinson, president M. Rawlinson, Ltd., Toronto; railway cartage vice-president, E. O. Wallace, manager Pacific Cartage & Storage Co., Ltd., Calgary.

Secretary, Elmer Johnston, president Johnston National Storage, Ltd., Vancouver.



W. G. Kenwood

Treasurer, J. O. MacCallum, Saskatoon Cartage Co., Saskatoon.

Executive secretary, Roy Wrigley, Vancouver.

Directors, for British Columbia, Elmer W. Andrews, manager Bekins Moving & Storage Co., Ltd., Vancouver; for Alberta, R. A. James; for Saskatchewan, H. A. McElroy, Regina; for Manitoba, George H. McKeag, president Security Storage Company, Ltd., Winnipeg; for Ontario, A. L. Lewis, secretary Windsor Truck & Storage Co., Ltd., Windsor; for Quebec, J. B. Baillargeon, chairman of board J. B. Baillargeon Express, Ltd., Montreal; for New Brunswick, J. H. Poole, Saint John; for Nova Scotia, F. J. Parsons, Halifax.

During the discussions reference was made to the Federal bill which the Government recently introduced in Parliament. This provides for enlargement of the Canadian Board of Railway Commissioners into the Board of Transport Commissioners, which would be given supreme authority over railways, motor vehicles, steamships and aircraft. Some of the delegates thought such a system might affect rates and give the proposed Board leeway to become dictatorial.

The convention adopted a resolution favoring the principle of charging for packing and crating on a hundredweight basis, the rates to be \$2 per cwt. based

(Concluded on page 62)

minals Corporation, says "I just received my second dose (February) of your bottom line

## ATLANTA, GA.

H. W. Gullatt, Pres.

**M & M WAREHOUSE CO.**  
29 HAYNES ST. N.W.General Storage—Pool Car Distribution  
Concrete Sprinklered WarehouseCall on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.  
Consign via any R.R.—Private Siding A.B.&C. Ry.  
Represented by American Chain of Warehouses

## ATLANTA, GA.

"Atlanta's Largest"

**MONROE BONDED WAREHOUSES**

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

**MERCHANDISE—COLD STORAGE—TRUCKING**

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service

Member: A. W. A.

## ATLANTA, GA.

Contact our offices in Atlanta, Augusta, Washington and New York for any long distance household goods movements you have. Commission Agents wanted.

**WEATHERS BROS. TRANSFER CO., Inc.**Merchandise and Household Goods Storage  
Pool Car Distribution of Merchandise and Household GoodsSpecializing on Long Distance Household Goods Moving  
Operators of Our Own Equipment in 38 States

## AUGUSTA, GA.

AIKEN, S. C.

F. L. Harrison, Pres.

**RELIABLE TRANSFER CO.**

General Merchandise Storage and Distribution

Household Goods Storage, Packing, Shipping  
Pool Car Distribution

Direct R.R. Siding A. C. L., C. &amp; W. C. R.R.

## SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE &amp; TRANSFER COMPANY

BAY STREET EXTENSION & CANAL  
Post Office Box 1187General Storage—Distribution—Reconsigning  
Custom House Brokers—Custom Bonded  
Regular steamship service from principal  
Eastern, Western & Gulf ports—track connections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—S.W.A.

## HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

**HONOLULU**consign to us and the same will be given our best attention.  
Modern Concrete Warehouses. Collections promptly remitted.  
Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

## BOISE, IDAHO

Selling Services Arranged

**BOISE COLD STORAGE COMPANY**Merchandise Warehousing & Forwarding  
Negotiable Warehouse Receipts Issued  
Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

## CHICAGO, ILL.

A National System of Warehousing



NEW YORK

ALLIED DISTRIBUTION INC.

CHICAGO

11 WEST 42ND ST. PENN. 6-0960

1525 NEWBERRY AVE. MOH.5531

## CHICAGO, ILL.

**Combine your Chicago Office and your Warehouse**

at ANCHOR. The best

location in Chicago—across the street from Tribune Tower and only three minutes from the loop.

You will find here every facility for the efficient storage and distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection with all railroads eliminating cartage. Private switch on CANW Railway—delivery platform inside the building—private dock on Chicago River outside all bridges—lighterage connection with rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street

**CHICAGO**

Represented by

DISTRIBUTION SERVICE, INC.

## CHICAGO, ILL.

CHICAGO'S LOOP WAREHOUSE

**C & A TERMINAL CO.**

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. &amp; O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

## CHICAGO, ILL.

MODERN WAREHOUSES

UNIQUE  
IN CHICAGO!CENTRALLY  
LOCATEDUNION FREIGHT STATION  
UNDER SAME ROOFUNEXCELLED  
FACILITIESCentral Storage  
& FORWARDING COMPANY2001 West Pershing Road  
Telephone: LAfayette 5628ATTENTION  
DISTRIBUTORS

Do any of your products require constant temperatures or humidity control? Consult our nearest cold storage warehouse advertiser or a merchandise advertiser that has air conditioning facilities.

stuff—tops if you ask me—and I've fallen in your net to kick in something for your bene-

## CHICAGO, ILL.

**DOWNTOWN  
WAREHOUSE**

Most Centrally Located  
2 Blocks from New Union Station  
**CANAL &  
HARRISON STS.**  
Tunnel and Trap Car  
Service

**CROOKS TERMINAL WAREHOUSES**

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

**SOUTH SIDE  
WAREHOUSES**

5801-5967 West 65th St.

Capacity 1200 Carloads  
Insurance Rates as Low as 12c.



Also operate three modern warehouses in Kansas City and the  
Overland Terminal Warehouse Company at Los Angeles, California.

**LIBERAL LOANS MADE ON STAPLE COMMODITIES**

Use **CURRIER-LEE'S**  
*Air Conditioned*  
SPACE FOR  
**FOOD**  
STORAGE.

Our special facilities for prompt and efficient handling of all food products include *Air Conditioned*, temperature controlled space where commodities requiring correct degrees of temperature and humidity may be safely stored throughout the year, in every weather condition and at all seasons.



You'll like our location—  
at the very hub of the  
wholesale grocery district  
—ideal for warehousing of  
food products and kindred  
lines.

**READ ALL ABOUT IT**  
In this interesting  
**FREE FOLDER—Write**  
for yours today.

**CURRIER-LEE WAREHOUSE CO.**  
General Offices 427 Erie St., Chicago, Ill.

(Concluded from page 60)

on shipping weight; 50 cents per cwt. for uncrating, unpacking and cartage from car; and 10 cents per cwt. for unloading on pool cars. All the association's members in good standing are expected to adopt these tariffs.

Under the heading of transport a resolution was adopted that the association's standing committee give consideration to the recommendations of the inter-Provincial conference of 1935; and further that, as practical, men from the transport industry be placed on the board.

Following an address of welcome by Mayor Robbins of Toronto, the convention was addressed by Milo W. Bekins, Los Angeles, newly-elected president of the National Furniture Warehousemen's Association.

**Baillargeon Hurt in  
Motor Car Accident**

Word was received at the convention of the National Furniture Warehousemen's Association at Washington, D. C., in February, that John B. Baillargeon, president of J. B. Baillargeon Express, Ltd., Montreal, had been injured in an automobile accident and removed to a hospital but that his condition was not considered serious.

Mr. Baillargeon was on his way to an airport to take a plane to Washington to attend the convention, when the accident happened.

**Cannon Joins Minneapolis Firm**

Forrest Cannon severed his connection, effective March 1, with Westheimer Transfer & Storage Co., Inc., Houston, to become general manager of Minneapolis Transfer & Warehouse Co., Minneapolis.

fit, and maybe ours. I want to offer an added suggestion to that darn good idea of Fred



## CHICAGO, ILL.

Accessible Location.  
Modern Warehouse.  
Excellent Shipping  
Facilities.  
Delightful Offices.  
Special Equipment.  
Economical Service.  
No cartage expense on  
outbound L. C. L.  
Freight.  
1485 W. 37th St.

**DIETRICH**  
**WAREHOUSING**  
**Company**  
1455 W. 37th St.

## CHICAGO, ILL.

This space reserved for the  
**EMPIRE FREIGHT COMPANY, Inc.**  
Chicago, Illinois

## CHICAGO, ILL.

W. F. CARROLL, Pres.

J. J. BARRETT, Gen. Mgr.



**EMPIRE**  
MAINTAINS A  
**STANDARDIZED SERVICE**

• For almost fifty years EMPIRE Service has been preferred by companies desirous of giving the household effects of employees, transferred to or from Chicago and suburbs, the very best of care and service.

LONG DISTANCE REMOVALS  
PACKING AND SHIPPING BY RAIL  
STORAGE FOR HOUSEHOLD GOODS AND MERCHANDISE  
(CITY-WIDE SERVICE)

**EMPIRE WAREHOUSES, Inc.**

General Offices: 5153 Cottage Grove Ave., CHICAGO-ILLINOIS

## CHICAGO, ILL.

RALPH J. WOOD, Pres.

MORRISON C. WOOD, Treas.

For Shipments to the South Side's Finest Residential Districts  
CONSIGN TO

**The Lincoln Warehouse Corporation**

Main Office and Warehouse—4259 Drexel Boulevard

"43 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted  
Member N.F.W.A.

## Liquor-fied Court for Handball



GOOD liquor can be used in more ways than one. So says A. B. Drake, who, president of Lehigh Warehouse and Transportation Co., Inc., Newark, N. J., plays handball on what is probably the world's most unique and most expensive court—one with its side walls fashioned out of \$20,000 worth of Teacher's Scotch whisky and Martini & Rossi vermouth.

In the photograph above are shown Mr. Drake and R. L. Darnall, vice-president of Seggerman Nixon Corporation, New Jersey distributors of liquors, resting between handball games.

## CHICAGO, ILL.

Member A. W. A.

**COMPLETE WAREHOUSING**  
**AND DISTRIBUTING SERVICE**



**GRISWOLD-WALKER-BATEMAN**  
**COMPANY**

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RRs.). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

## CHICAGO, ILL.

**MIDLAND**

Offers

**LARGE AND SMALL SHIPPERS**  
**THREE MODERN MERCHANDISE**  
**WAREHOUSES**  
at  
**CHICAGO**

With convenient locations

For Local Trade.

With excellent transportation facilities

for National Distribution

Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads, no trap car, tunnel or cartage service or charges on in or out-bound LCL shipments. Receiving stations of Express, Freight Forwarding, Electric and Boat Lines on premises.

With a complete warehouse organization

fully equipped to handle merchandise rapidly and economically

Let Us Quote on Your Requirements

**MIDLAND WAREHOUSES, INC.**  
1500 SOUTH WESTERN AVENUE,  
CHICAGO, ILL.

Williamson's that you should put D & W in the club cars of the Railroads. I want to suggest

# DISTINCTIVE LOCATION on Chicago's New Outer Drive!

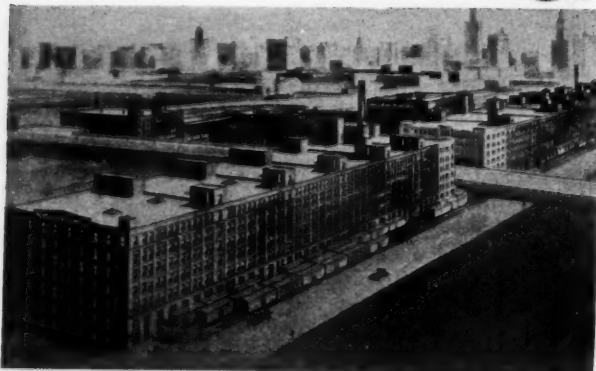
★ The economic advantages of a well located public warehouse are well known to every shipper, and in large cities the savings made possible by a good location frequently offset some other major facility not available.

At North Pier in Chicago, every major warehouse facility is available. One and one-half million square feet of storage space in sprinklered buildings with insurance rates as low as 18c. C & NW R.R. siding, capacity 150 cars. Direct free tunnel connection with all railroads, eliminating cartage. Twenty-five hundred foot dock on private slip at the mouth of the Chicago River. Space leased for offices, storage and light manufacture. Storage in transit. Pool car distribution.

## Other

**NATIONAL TERMINALS CORPORATION FACILITIES**  
CLEVELAND - - - - - National Terminals Corporation  
MILWAUKEE - - - - - National Terminals Corporation  
TOLEDO - - - - - National Terminals Corporation  
INDIANAPOLIS - - - Indiana Terminal and Refrigerating Company  
EAST CHICAGO, IND. - - East Chicago Dock Terminal Company  
NEW YORK OFFICE - 25 Beaver Street (Phone: Hanover 2-1172)

**NORTH PIER  
TERMINAL COMPANY**  
589 EAST ILLINOIS ST. CHICAGO, ILLINOIS



that it be placed in all of the business clubs throughout the country where our customers and

## Railroads Serving New York Are Said to Be Considering New Moves in Ex Parte 104

ATTORNEYS for trunk line railroads serving the Port of New York are understood to be considering another appeal to the Interstate Commerce Commission in the long controversy with cold storage and merchandise warehouse interests over storage and handling rates. This is Ex Parte 104, Part VI, in which the ICC on Feb. 2 issued a cease and desist order directing the railroads to quit engaging in warehousing at non-compensatory rates and charges, the order to become operative on April 15.

Two possible methods of approach are being studied by the railroads, it is said.

One would be to request another hearing on the ground that all pertinent facts had not been presented and considered by the Commission.

The second would involve an outright challenge of the jurisdiction of the Commission to regulate storage charges. The basis of such a step would be that storage of merchandise is in itself not a question of interstate commerce but is nevertheless a function which the railroads are authorized by their charters to perform.

John J. Hickey, Washington attorney, who is counsel for the Warehousemen's Protective Committee, was asked by DandW to comment on the ICC order of Feb. 2. Quoting Mr. Hickey:

"As the Commission adhered to its findings as made in its two prior reports, I can add very little to the statements which I made at the times the prior reports were issued. The permission to file tariffs of their rates for storage of freight on piers on the New Jersey side of the harbor, which the Commission granted, did not change the substance of any important finding heretofore made by the Commission.

"No right of action in behalf of the complaining warehouse companies to enforce the Commission's order will arise prior to April 15, the effective date of the order. It may be that, in the meantime, some of the respondent carriers will petition the Federal Courts to annul the Commission's order. But at the present time Feb. 9 I have no information as to prospective Court proceedings to be instituted by any of the parties."

## Wilhelm Firm Expands

Rudie Wilhelm Warehouse Company, Inc., Portland, Ore., has leased for a long term the three-story building at the northeast corner of N. W. 13th Avenue and Kearney Street to accommodate expansion of the firm's business. Headquarters will continue at 733 N. W. Everett Street.

The company observed on Jan. 10 its twenty-seventh anniversary.

## POSITION WANTED

By man 38 years of age, who has had 15 years of supervision of a household goods storage warehouse and moving establishment. Thoroughly acquainted with all details of the storage and moving trade. Especially adapted to handle interstate movements of household goods by motor van. Also acquainted with many State regulations regarding motor transportation.

Address Box Y-639, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

**S**ervice that meets today's distribution needs—backed by more than 25 years experience.

## RAILWAY TERMINAL & WAREHOUSE CO.

444 West Grand Avenue, Chicago, Illinois

ONTARIO WAREHOUSE CO., 425 WEST ONTARIO STREET

Two warehouses close to the Loop • Direct railroad connections • Office and warehouse space to rent • U. S. Customs Bonded Storage • Loans on standard merchandise • Low in-

surance rates • Direct tunnel service • Special facilities for the storage of wines.

Write for information on services to meet your individual needs.

### CHICAGO, ILL.

"Chicago's Leading Warehouse"

## SENG WATERWAY WAREHOUSE CO.

310 West Polk St.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage.

### CHICAGO, ILL.

## Soo Terminal Warehouses

519 W. Roosevelt Road

Merchandise Storage—Pool Car Distribution

COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without Offices. Trackage—Free Switching—Fireproof

Represented by National Warehousing Service

"THE  
ECONOMICAL  
WAY"



### CHICAGO, ILL.

Merchandise Storage and Distributors

## WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

### ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

**ATTENTION  
NON-ADVERTISERS**

The Traffic Manager of a large New Jersey distributor advised us that he turned down the facilities of a mid-western warehouse because it was not advertised in D and W. Do you want his business?

### CHICAGO, ILL.

## WERNER BROS. KENNELLY CO.

STORAGE  
MOVING  
PACKING  
SHIPPING

M. H. KENNELLY, President

Your Chicago Shipments given preferred attention. Pool cars handled on our own switch track.

Consign C. M. St. Paul & P. R. R. . . .  
Wilson Ave. Branch.

### CONTAINER SHIPMENTS SOLICITED

Warehouses Conveniently Located

2815 Broadway

4917 Broadway

7613 N. Paulina St.

4615 Clifton Ave.

PARK BRANCH

1750 N. Clark St.

Opposite Lincoln Park

TRAFFIC DEPT.

3133 N. Halstead St.

MAIN OFFICE:

2815 BROADWAY, CHICAGO, ILLINOIS

### CHICAGO, ILL.

## A Half Million Feet of Modern Warehouse Space

In Chicago's finest warehouse. Clean, light, airy, and in addition, offering every advantage for efficient receiving, shipping and reshipping. Spacious loading and unloading platforms—track space for 360 railroad freight cars—70 foot covered driveways practically surrounding the building.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

### WESTERN WAREHOUSING COMPANY

323 West Polk Street

Chicago, Ill.

### DANVILLE, ILL.

C. B. Hall, Pres. M. P. Hall, Sec. & Treas.

### DANVILLE TRANSFER & STORAGE CO.

The only fireproof warehouse in Danville. Storage for household goods and Merchandise Distributing. Conveniently located in the heart of the wholesale district. Private siding to warehouse, and free switching from all railroads.

Low Insurance Rate  
Danville is the breaking point of Eastern and Western Classification of freight rates, making a most convenient point for the distributing or storage of carloads.  
American Warehouse Association.  
Members National Furniture Warehousemen's Association.  
Members Illinois Furniture Warehousemen's Association.

### DECATUR, ILL.

## Decatur Warehouse Company

(Shumate Transfer)  
20-30 INDUSTRY COURT  
TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED : : LICENSED : : INSURED CARRIERS

prospects congregate day and night. All of your readers can help by checking up on their own



## DECATUR, ILL.

SINCE 1892  
**HAMMAN**  
 BROS.  
 TRANSFER & STORAGE CO.

Member of A.W.A.—N.F.W.A.

## Decatur's Pool Car Distributors

Spot stock storage deliveries. Merchandise and Household Goods Storage. Private siding and free switching WITH PROTECTION IN THE ONLY FIRE-PROOF WAREHOUSE IN THE CITY. Lowest fire insurance rates. Pick up and delivery service maintained via our freight terminal.

Office—601 E. WILLIAM ST.

## JOLIET, ILL.

Telephones 501 and 502

Joliet Warehouse and Transfer Company  
Joliet, Illinois

## MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West.  
 Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.  
 No switching charges.  
 Chicago freight rates apply.

## PEORIA, ILL.

## All Points of the Compass



Peoria is the logical center of distribution for Illinois.  
 We will be pleased to explain our service and facilities.

Our Dependability Your Assurance of Satisfaction

Member of A. W. A.

FEDERAL WAREHOUSE CO.  
 Adams and Oak

## PEORIA, ILL.

NATIONAL  
WAREHOUSE  
CO.

Est. 1920

1323 SO. WASHINGTON ST.

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

## ROCKFORD, ILL.

## BARTLETT WAREHOUSE

TRACKAGE— —FREE SWITCHING  
 SPARKLING SERVICE

506-514 Cedar St.

Phone Main 134

## ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES  
 160,000 POPULATION — RATE BREAKING POINT  
 MOTOR FREIGHT SERVICE IN ALL DIRECTIONS  
 FEDERAL BARGE LINE TERMINAL

C. B. &amp; Q. SIDING—FREE SWITCHING

## ROCK ISLAND TRANSFER &amp; STORAGE CO.

Member of A. W. A.—N. F. W. A.

ATTENTION  
 DISTRIBUTORS

D and W is edited for you. Follow the ever-changing trends in distribution. Tell us what you like editorially and what you don't like.

club secretaries and it would pay you to make a special rate for this type of subscriber". A

## EVANSVILLE, IND.



With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

MEAD JOHNSON TERMINAL CORP.  
 EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"

## FORT WAYNE, IND.

FORT WAYNE [ WITH MIGHT ]  
STORAGE CO. [ THE SAME ]

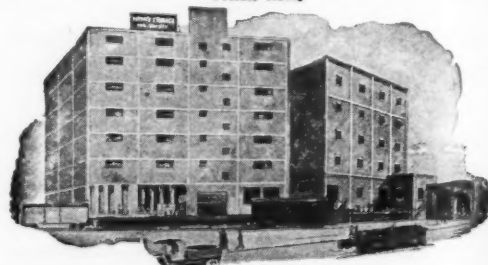
FIREPROOF AND NON-FIREPROOF BUILDINGS.  
 Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;  
 Wabash R. R.—Private Siding—Pool Car Distribution

## FORT WAYNE, IND.

PETTIT'S STORAGE WAREHOUSE CO.  
"FIREPROOF" BUILDINGS

## STORAGE, TRANSFER, DISTRIBUTION

Located in Center of Business District  
 We have our own truck line and are equipped to make prompt delivery  
 Private siding



## HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

## JOHNSON

## Transfer and Fireproof Warehouse

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas St.

INDIANAPOLIS, IND.

"Coburn Service for Efficiency"

**HENRY COBURN**  
STORAGE and WAREHOUSE CO.  
Merchandise Storage, Distribution, Trucking  
Leased Space—Offices—Low Insurance  
Loans on Receipts

INDIANAPOLIS, IND.

**Indianapolis Warehouse and Storage Co.**  
330 West New York St. Indianapolis, Ind.  
Merchandise Warehouse, Brick, Sprinklered, 80,000  
Square feet, private siding C.C.C. & St. L. Pool Car Dis-  
tribution. Lease Space. Office Space.  
Member of A.W.A. - Ind. W. A. - Associated Warehouses, Inc.

INDIANAPOLIS, IND.

**Strohm Warehouse & Cartage Company**  
230 W. McCarty St. Telephone RI. 5513  
General Merchandise Cold Storage. Pool Car Distribution and  
Checking Out. All Merchandise on Check Out Cars Placed  
on Platform Ready for Delivery.  
CCC & St. L. R.R. Modern Truck Equipment.

INDIANAPOLIS, IND.

Service That Satisfies

**TRIPP WAREHOUSE COMPANY**  
1000 E. New York St.  
Merchandise Storage, Distribution, Trucking  
Private Siding C.C.C. & St. L.  
Members A.W.A. Am. Chain Whse. Ind. W. A.

TERRE HAUTE, IND.

**DISTRIBUTORS TERMINAL CORPORATION**

Private R.R. Track Capacity 21 Cars connecting with all Lines.  
Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited  
Motor Trucks for Store Door Delivery. Our clients do the selling—We  
do the rest. U. S. Licensed and Bonded Canned Foods Warehouse  
License No. 13-4.

CEDAR RAPIDS, IOWA

**CEDAR RAPIDS TRANSFER & STORAGE**

FIREPROOF WAREHOUSE  
ALL MODERN FACILITIES FOR EFFICIENT WAREHOUSING  
AND DISTRIBUTION OF MDSE. AND R. R. GDS.  
**MOTOR FREIGHT TERMINAL**  
For Reputable Freight Lines  
DAILY SERVICE IN EVERY DIRECTION  
FREE SWITCHING FROM ALL RAILROADS ENTERING CEDAR RAPIDS  
Special Warehouse for Farm Machinery and Heavy Equipment

DAVENPORT, IOWA

Including Rock Island and Moline, Ill.

**Ewert & Richter Express & Storage Co.**

Fireproof Warehouse, on Trackage—In the Business and  
Shipping District of Davenport.  
Pool car distribution—Mdse. & H.H.G. with motor truck  
service—direct from our Combined Rail and Truck Terminal.  
A. W., Inc.—A.W.A.—N.F.W.A. Phone Dial—3-3653  
Agents—Allied Van Lines, Inc.

DES MOINES, IOWA

**BLUE LINE STORAGE CO.**

200-226 - Elm - Des Moines, Ia.  
Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering  
Des Moines  
Members: A.W.A.—N.F.W.A.—I.W.A.—M.O.W.A.

**American Trucking Associations, Inc., Wants Social Security Law Amended**

(Concluded from page 38)

wages. It compels such employers to resist more violently than ever any further increase in wages, which is exactly opposite to the course being urged by the Administration.

2. It penalizes those employers who through the depression have, in order to keep men at work, purposely refrained from installing labor-saving devices. In the truck-

ing industry this problem exists to a greater extent than is generally recognized, especially in handling freight at terminals.

3. The payroll tax bears no relation whatever to ability to pay.

In many cases it falls most heavily on those least able to pay, because, generally speaking, these industries having the highest payrolls in proportion to business done, succeed in converting the

least percentage of their gross revenues into net profits.

4. A payroll tax falls unevenly on different industries and it so happens that it falls most heavily on service industries which, in times of depression, cause least unemployment. These industries, of which trucking is one of the most important, carry heavy payrolls through good times and bad.

—(James J. Butler.)

**A Recapitalization Plan Is Announced by New York Dock**

THE New York Dock Company, New York City, announced on Feb. 15 a plan of recapitalization relating to certain securities of the firm.

In 1928 the company issued \$10,000,000 of ten-year 5% serial gold notes. Of these, \$4,000,000 have been retired, and an additional \$5,000,000 will be retired on April 1, 1937. Of the remaining, the company has reacquired \$1,114,000, leaving \$4,386,000 due April 1, 1938, outstanding in the hands of the public.

The board of directors has promulgated a recapitalization plan which provides for the exchange of the \$4,386,000 of notes for new 5% notes due April 1, 1947, which, in addition to having the benefits of a \$250,000 annual sinking fund, will be convertible during their life into the company's stock at the rate of

twenty shares of \$5 non-cumulative preferred stock and with fourteen shares of common stock for each \$1,000 note.

Copies of the plan together with an explanatory letter have been sent to noteholders with the request that they promptly assent, receiving certificates of deposit in exchange for their notes. Application has been made to the New York Stock Exchange to list the certificates of deposit pending completion of the plan.

A meeting of the company's stockholders has been called for March 26 to authorize the steps necessary to effectuate the plan, including changing of the capital stock from par value to no par value and the authorization of additional shares to provide for conversion of the new notes.

good suggestion, Harry, but we have never been in favor of cut rates of any kind. If D & W

## DES MOINES, IOWA

Member American Chain of Warehouses

Fire  
Proof  
Ware-  
house**MERCHANTS**  
TRANSFER & STORAGE CO.9th  
&  
Mulberry

TRY OUR SUPERIOR SERVICE

40 years' warehousing nationally known accounts  
gives you Guaranteed Service  
Daily reports of shipments and attention to  
every detail.

## DES MOINES, IOWA

ESTABLISHED 1880

**White Line Transfer & Storage Co.**

120 So. FIFTH AVE. DES MOINES, IOWA

Moving: Packing: Shipping, Consolidators and Forwarders  
Fireproof and Non-Fireproof Storage of  
AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS  
MERCHANDISE (All Kinds)Private Sidings—Free Switching to and From All Lines Entering Des Moines  
(Lowest Insurance)

Member: A. W. A., May. W. A., Ia. W. A., Mo. W. A.

## MARSHALLTOWN, IOWA

IN THE HEART OF IOWA

MEMBER

**FIRE PROOF STORAGE CO.**Church Street and First Avenue  
Complete Distribution, Trucking and  
Storage Facilities

56,000 SQ. FT. FLOOR SPACE

Contract Operators for All Rail Lines

**25 MOTOR FREIGHT LINES**with overnight service within a radius  
of 100 miles

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

PRIVATE RAIL SIDING

• Twenty-five motor freight lines operating from our terminal  
provide daily service to all points in Mason City's distribution  
area, thus enabling us to offer exceptional service—especially  
pool car distribution service—throughout the territory we serve.• Complete rail service by all lines serving Mason City and  
their connections—interchange rail to truck, or truck to rail,  
under one roof.• Modern reinforced concrete and steel fireproof building espe-  
cially built for warehouse purposes and ideally located to serve  
all Northern Iowa and Southern Minnesota territory.**MASON CITY WAREHOUSE CORPORATION**

MASON CITY, IOWA

## WATERLOO, IOWA

**IOWA WAREHOUSE CO.**

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

## DODGE CITY, KANSAS

JOHN PRESSNEY, Owner and Mgr.

**THE DODGE CITY WAREHOUSE CO.**

500 TRAIL ST.

MERCHANDISE — HOUSEHOLD  
GOODS and COLD STORAGEDistribute Pool Cars, Ship via RI or  
Santa Fe Ry.

Member AWAm—Kas MTA



## EMPORIA, KANSAS

**BAILEY****TRANSFER & STORAGE CO.**MERCHANDISE STORAGE AND  
DISTRIBUTION

MEMBER AWA, NFWA

## HUTCHINSON, KANSAS

Aero Mayflower—A. W. A.

**CODY****Transfer & Storage Co.**Fireproof Warehouse—Merchandise and Household Goods  
Private siding — Free switching — Pool car distribution

## KANSAS CITY, KANSAS

**INTER-STATE  
TRANSFER AND STORAGE COMPANY**FIREPROOF WAREHOUSE  
18th & MINNESOTA

Packing, Moving, Storing and Shipping. Private Siding

Agent for Allied Van Lines, Inc.

L. J. CANFIELD, Proprietor

Telephone Dr. 3420

Ten Days Limit for Free Storage at  
New York's Piers Is Recommended by  
U. S. Maritime Commission Examiners(Washington Correspondence): Following closely an  
ICC order directing rail carriers to end below-cost  
warehousing in the Port of New York, United States  
Maritime Commission Examiners have submitted a  
proposed order which would fix a 10-day limitation  
on free storage of import property at New York.Most of the 53 steamship lines serving the Port of  
New York are respondents in the Maritime Commission  
proceedings, only a relatively few having shown in  
oral presentations and in briefs that they do not engage  
in the practices which the port's \$150,000,000 private  
warehousing industry complained is leading to a con-  
dition of business paralysis for them.Investigation was launched July 8, 1935, by the De-  
partment of Commerce through its agency, the U. S.  
Shipping Board Bureau. All functions of that bureau  
have now been taken over by the recently created  
Maritime Commission.The general practice at the Port of New York, Ex-  
aminers A. L. Lansdale and E. P. Cotter found, is to  
allow import property discharged from vessels to re-  
main on piers used by the shipping company, until  
called for by the consignee, no charge being made for  
this storage. This practice exists in spite of definite  
provisions in bills of lading and arrival notices requir-  
ing the consignees or owners of such property to take  
delivery immediately upon discharge or within a limited  
time thereafter, and reserving the right to send the  
merchandise to store at the risk and expense of owner  
or consignee, or, in some cases, to assess wharfage or  
storage charges.Steamship companies admitted at public hearings  
that they do not maintain or enforce any general rules

(Continued on page 71)

isn't worth \$3.00 to a club it isn't worth that price to anyone. A. J. Morris of the Delaware &amp;



## TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

## TOPEKA TRANSFER and STORAGE Co., Inc.

Established 1880

A.W.A.

N.F.W.A.

FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS  
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
CITY-WIDE DELIVERY SERVICEPrivate Switch Connections AT & SF, CRI & P. U.P. and M.P.  
Member of American Chain of Warehouses

## WICHITA, KANSAS

A Modern Distribution and  
Warehousing Service

## Brokers Office &amp; Warehouse Co.

Murray E. Caykendall, Gen. Mgr.  
Member of American Chain of Warehouses

## WICHITA, KANSAS

Write or Wire

**Cassell**  
TRANSFER & STORAGE CO.WICHITA, KANSAS  
Fireproof Storage and Sprinkler System

## WICHITA, KANSAS

**UNITED**  
WAREHOUSE CO.  
Merchandise Warehouses  
at  
TWO BIG  
MARKETS  
WICHITA, KANSAS ← → KANSAS CITY, MO.

## LOUISVILLE, KY.

LAMP PIN  
WAREHOUSE COMPANY

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square  
feet, Mill Construction, Sprinklered,  
private siding P.R.R. Distribution  
of pool cars.

## LOUISVILLE, KY.

## Ninth Street Public Warehouse

Warehousing in all its branches  
Sprinklered Buildings—Most Centrally Located with Rail and  
Truck Sidings. I. C. Railroad.  
MAIN AT NINTH

## ALEXANDRIA, LA.

## ALEXANDRIA IN THE HEART OF LOUISIANA

Bonded Brick & Concrete Warehouse. Stor-  
ing, Packing, Pool Car Distribution. Agents  
Acme Mayflower Transit Co. Private Sidings  
L.A.S., P.&R.I. Ry.

## Carnahan's Transfer &amp; Storage

Member of A.W.A.-May W.A.-S.W.A.

MEMBER



## LEXINGTON, KY.

THE UNION  
TRANSFER and STORAGE  
COMPANY, Inc.  
THREE LARGE  
WAREHOUSESFireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY  
MERCHANDISE AND HOUSEHOLD GOODS  
WE FURNISH MOTOR TRUCKS and TEAM SERVICE  
Member American Chain of Warehouses

## NEW ORLEANS, LA.

R. W. DIETRICH, President

Importers' Bonded Warehouse  
(Member of A.W.A.)and  
Bienville Warehouses Corporation, Inc.  
(Member of A.C.W.)  
Office, 340 Bienville St.  
NEW ORLEANS, LA.Complete Warehousing and Distribution Service for  
New Orleans and its territory.  
200,000 square feet of storage space with track room  
for 30 cars at one placement. Licensed by and bonded  
to the State of Louisiana and the U. S. Government.New York Representative  
MR. J. W. TERREFORTE  
250 Park Avenue  
Telephone: Plaza 8-1235Chicago Representative  
MR. W. H. EDDY  
53 W. Jackson Blvd.  
Telephone: Harrison 1494

## LOUISVILLE, KY.

Most Centrally Located Warehouse and  
Motor Truck Terminal in Louisville.Our  
Service  
is Our  
Sales  
ForceWith a trained personnel and modern facilities  
for rendering efficient distribution service.  
ASK YOUR CUSTOMERS HERE.

CHESTER BELL, Gen. Mgr.

KENTUCKY TERMINAL WAREHOUSE COMPANY  
1101 West Kentucky St. Louisville, Ky.

## LOUISVILLE, KY.

Louisville Public Warehouse Company  
25 WAREHOUSES \$750,000 CAPITALLouisville Member  
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mds. — H. H. Goods

## NEW ORLEANS, LA.

E. B. FONTAINE, Pres. &amp; Mgr.

Commercial Terminal  
Warehouse Company  
INCORPORATED

## Modern Merchandise Warehouses

A dependable agency for the  
distribution of merchandise  
and manufactured products.Storage Cartage Forwarding Distributing  
Bean Cleaning and Grading FumigatingOffice 402 No. Peters Street  
NEW ORLEANS

LOUISIANA

Raritan Canal Commission has the following to say: "We are particularly interested, of course,

## NEW ORLEANS, LA.

**Douglas Shipline Storage & Douglas Public Service Corps.**

New Orleans, La.  
Sprinklered storage—  
1,050,000 square feet.  
Mfse. and Furniture.  
Switch track capacity  
—60 cars.  
Nine warehouses con-  
venient to your trade.  
Loans made against  
negotiable receipts.  
Trucking Department  
operating 55 trucks.  
Insurance Rates 12c  
to 22c.

Represented by  
Distribution  
Service, Inc.  
New York Chicago  
San Francisco

## BANGOR, MAINE

Agents for Allied Van Lines, Inc.

**McLAUGHLIN WAREHOUSE CO.**

Established 1875

Incorporated 1918

**General Storage and Distributing**

Rail and Water Con-  
nection—Private siding

Member  
Chain of Ware-  
houses  
American Warehousemen's  
Association  
National Furniture Ware-  
housemen's Association



## NEW ORLEANS, LA.

**NEW ORLEANS, LA.**

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.  
Located on Mississippi River—Shipline connection.  
Electrical unloading and piling devices provided to eliminate damage  
in handling.  
Excellent switching connections, with all lines entering New Orleans.  
**INDEPENDENT WAREHOUSE CO., Inc.**  
New Orleans, La.

## NEW ORLEANS, LA.

**PELICAN STORAGE & TRANSFER**  
201 NORTH FRONT ST.

Complete Warehousing & Distribution Service.  
Low Insurance . . . Switch Track Facilities  
Motor Freight Terminal . . . Fumigation

## NEW ORLEANS, LA.

**Shipline Storage Company, Inc.**

Commodity Warehouses

Mississippi River at St. Maurice Avenue Wharf

State Bonded

Low Insurance

Storage and Distribution in all its phases.

## NEW ORLEANS, LA.

**Standard Warehouse Co., Inc.**  
100 Poydras St., New Orleans, La.

Represented by

Associated Warehousemen, Inc.

CHICAGO  
Paul O'Dea  
Franklin 6263NEW YORK  
A. E. Hoff  
Penns 6-5345

Complete Warehousing Service

## SHREVEPORT, LA.

**Terminal Warehouse & Transfer Co., Inc.**

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered,  
40,000 square feet; private siding on K.C.S. Distribution of  
Pool Cars. Transfers Household Goods.

Member of A.W.A.—May W.A.—S.W.A.

**ATTENTION  
WAREHOUSEMEN**

YOUR PROSPECTS  
READ D AND W  
EVERY MONTH  
YOU CAN'T DEPEND ON THE  
DIRECTORY ALONE

## PORTLAND, MAINE

**Atlantic Storage & Warehouse, Inc.**

P. O. Box 784

71 Kennebec Street

MEMBER

WAREHOUSEMEN'S  
ASSOCIATION

Warehousing and Distribution of General  
Merchandise except  
goods detrimental to foodstuffs  
Modern, fireproof construction  
Sprinkler system protection

Insurance rate 16½c

Free switching with all railroads  
Storage in transit privilege on flour, canned  
goods, potatoes, paper and paper bags  
Warehouse space for rent, office or desk room

## BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses

Rail and Water Facilities

Pool Car Distribution—Storage—Forwarding

Private Siding Western Maryland Railway

## BALTIMORE, MD.

Thomas H. Vickory,  
Pres.E. E. Bachman,  
Sec'y and Mgr.**BALTIMORE STORAGE CO., INC.**

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR  
THE HANDLING OF YOUR SHIPMENTS.

Exclusive Agents Maryland and Vicinity for

AERO MAYFLOWER TRANSIT CO.

Vans Coast to Coast

Canada and Mexico

## BALTIMORE, MD.

**CAMDEN WAREHOUSES**Operating Terminal Warehouses on Tracks of  
The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates  
Consign Via Baltimore & Ohio Railroad

## BALTIMORE, MD.

Main Office: 406 Key Highway  
Branch Office: N. Y., Wash., Phila., Norfolk**DAVIDSON**  
TRANSFER AND STORAGE CO.

Offering the most complete Moving, Hauling and Freight Service in Baltimore  
Handling Distribution of Nationally Known Products for 30 Years  
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily

"U. S. Customs Bonded Drymen"  
Member of N.F.W.A.—A.V.L.—Md.F.W.A.

in waterways and the data contained in your waterways and terminals department by F. E.

BALTIMORE, MD.

# FIDELITY

## STORAGE CO.

2104-6-8 MARYLAND AVE.

Your Clients Efficiently Served  
All Collections Promptly Remitted

### MOTOR FREIGHT SERVICE

Household Goods Pool Car Distribution Merchandise

Maryland Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

Baltimore's Modern Fireproof Warehouse

MARTIN J. REILLY, PRES. A. BERNARD HEINE, VICE-PRES.  
Agent for Allied Van Lines, Inc.

BALTIMORE, MD.

## McCORMICK

## WAREHOUSE COMPANY

LIGHT AND BARRY  
STREETS

BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service. Baltimore Port rates on CL via M & M T Co., from New England.

(Continued from page 68)

or regulations applicable to storage or holding of import property on piers, primarily because it is not the custom of the port or the practice of competing carriers to limit the period of free time or to make any charge for storage. Some of the companies own piers, others lease space, but the practices of all were found to be generally alike with respect to the same commodities.

Inquiry was made in the same proceeding regarding storage practices at other Atlantic ports, but it was found there was no violation of the rules against free storage, and the proceedings were dropped as to those ports.

The testimony relative to practices at New York, however, was found substantially the same as to all respondents, in that practically all admitted the holding or storage of property without charge until final delivery. They stated competition between carriers prevented limitation of free time by voluntary action and that it was not a custom of the port for steamship companies to make a charge for holding property on the piers. It was also stated by some that any attempt to assess storage charges or remove import merchandise to a warehouse would result in loss of business to competing lines, and possibly to competing ports.

Testimony indicated free time was limited during the World War period and immediately thereafter but that the rule was relaxed when the depression in world trade set in and competition for traffic became keener. About the only commodities now subject to limited time are crude rubber, coffee, onions and lemons, these being covered by agreements.

Evidence was presented to show that steamship companies sought to have commodities moved as speedily as possible, but no pressure was exerted unless storage space was urgently needed.

"The failure to maintain and enforce definite rules

(Continued on page 72)

BALTIMORE, MD.

First Class Facilities for First Class Service

## RUKERT TERMINALS CORPORATION

1409-17 THAMES STREET

BALTIMORE, MARYLAND

8 MAJOR SERVICES CO-ORDINATED—Stevedoring . . . Cargo superintendence . . . Weighing and sampling . . . Custom house brokerage . . . Forwarding . . . Warehousing . . . Poolcar distribution . . . Financing.

BALTIMORE, MD.

\* AN ASSOCIATED

## Terminal Warehouse Co.

Operating four Modern Warehouses on tracks of Pennsylvania Railroad Company.

Trucking Storage  
Pool Car Distribution  
Financing Bonded Space

Founded  
1893



Resources  
\$750,000

WAREHOUSE

BOSTON, MASS.

## BANKERS

### WAREHOUSE COMPANY

General Offices: 24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage  
N. Y., N. H. & H. Private Siding

Pool Car Distribution  
Member Mass. W. A.

BOSTON, MASS.

## SHIPPING TO BOSTON?

Use our complete facilities for the expert handling of household goods.

Modern equipment for lift vans and containers.

T.G.BUCKLEY COMPANY 690 DUDLEY ST., BOSTON

ESTABLISHED 1880—FIFTY-SEVENTH YEAR.

Members—N.F.W.A.,—Mass. F. W. A.,—A.V.L.,—Can. W. A.

BOSTON, MASS.

## CLARK-REID Co., INC.

GEO. E. MARTIN, President

### GREATER BOSTON SERVICE

HOUSEHOLD GOODS STORAGE—PACKING—SHIPPING



OFFICES { 380 Green St., Cambridge  
83 Charles St., Boston

Mass. F.W.A. Conn. W.A. N.F.W.A. A.V.L.

BOSTON, MASS.

Established 1896

PACKING

MOVING

D.W. DUNN CO.

STORING

SHIPPING

COMPLETE WAREHOUSING FACILITIES

CONTAINER SERVICE

48 Bromfield St. Member Mass. W. A.—May. W. A. 3175 Washington St.

Spoooner is therefore particularly valuable to us. We want to congratulate you on this recent



## BOSTON, MASS.

**CONGRESS STORES, Inc.**

38 STILLINGS ST.

PERSONAL  
SERVICEGENERAL  
MERCHANDISE STORAGECENTRAL  
LOCATION

Pool Car Distribution

Sidings on N. Y., N. H. &amp; H. R. R.

Protected By  
A.D.T. ServiceMember  
Mass. Warehousemen's Assn.

## BOSTON, MASS.

**FEDERAL WAREHOUSE, INC.**

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R.  
General Merchandise. Storage and distribution. Negotiable and Non-negotiable  
warehouse receipts. Space reserved for merchandise requiring non-freezing tem-  
perature.Pool Car Shipments—Auto Truck Service  
William F. Heavey, President and General Manager  
Member American Warehousemen's Assn.

## BOSTON, MASS.

CHARLES RIVER STORES

131 Beverly Street  
Boston and Maine R. R.

ALBANY TERMINAL STORES

137 Kneeland Street  
Boston and Albany R. R.

FRANCIS FITZ WAREHOUSE, 30 Pittsburgh Street, N. Y., N. H. and H. R. R.

DIVISIONS OF

**FITZ WAREHOUSE**

AND

DISTRIBUTING CO.

GENERAL MERCHANDISE STORAGE

Free and Bonded Space Pool Car Service

Successors to

FRANCIS FITZ CO. AND THE GENERAL  
STORAGE DIVISION OF QUINCY MARKET  
COLD STORAGE AND WAREHOUSE CO.

Rail and Motor Truck Deliveries to All Points in New England

Represented by

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**Hoosac Storage and Warehouse Company**

Lechmere Square, East Cambridge, Mass.

FREE AND BONDED STORAGE

Direct Track Connection B. &amp; M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Decks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

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"FISKE WHARF SERVICE"—obtainable only at  
FISKE WHARF STORES**MERCHANTS WAREHOUSE CO.**

453 Commercial St. Boston Phone Cap. 7760

STORAGE

32 Separate Fireproof Stores.  
140,000 sq. ft. Free and Bonded Space.

DISTRIBUTION

Pool Car Service, Forwarding,  
Metropolitan Truck Delivery,  
Office Space Available.

RESPONSIBILITY

Property Owned—No Encumbrance.

Private Sidings, Union Freight R.R. Delivery

A.W.A.

M.W.A.

American Chain of Warehouses, Inc.

250 Park Ave., N. Y. C.

33 W. Jackson Blvd., Chicago

C. E. Nichols,  
PresidentFrank Driscoll,  
Manager

## BOSTON, MASS.

**WIGGIN TERMINALS, Inc.**

30 Terminal St.

Boston (29)

**STORAGE**B. & M. R. R.  
Mystic Wharf,  
BostonN. Y., N. H. & H. R. R.  
South Boston

## BOSTON, MASS.

Established 1830

**D. S. WOODBERRY CO.**

P. O. Box 57, North Postal Station, Boston

FORWARDERS &amp; STORAGE

Pool Car Distribution Specialists for New England  
Boston & Maine R. R. Siding

## FALL RIVER, MASS.

## BOSTON, MASS.

## NEW BEDFORD, MASS.

PROVIDENCE, R. I.

NEWPORT, R. I.

Direct R. R. Siding N. Y., N. H.  
& H. R. R.**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking

## FALL RIVER, MASS.

**Mackenzie & Winslow,  
Inc.**

78 Fourth St.

General Merchandise

## NEW BEDFORD, MASS.

WATUPPA, MASS.

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS  
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

(Continued from page 71)

and regulations limiting the period of free time has made it possible for consignees of import property to use the piers as warehouses until convenient for them to take delivery or pending negotiations for the sale of such property," said the Examiners. "The statements submitted in response to the questionnaire, covering import property held on respondents' piers for more than 10 days during the first five months of 1935, show that considerable import cargo has been allowed to remain on the piers in excess of the time reasonably necessary to complete delivery thereof and that in many instances delivery has been made in partial lots over a period of several months.

"Some respondents failed to submit the information requested and many of the statements submitted do not show in detail the time required for complete delivery of the property held beyond 10 days. From the data submitted by approximately one-half of all respondent carriers, it appears that during the period referred to import property was held on their piers for more than 10 days after discharge as follows: After 10 days, 286,639 tons; after 15 days, 114,918 tons; after 20 days, 64,803 tons; after 25 days, 36,319 tons; after 30 days, 22,851 tons. The property held on the piers beyond 10 days amounted to approximately 30 per cent of the total cargo discharged by the same carriers during the period referred to."

The Commission's questionnaire sought to develop data on the additional costs of handling the traffic resulting from the free storage granted. All companies admitted some extra cost was involved but some pleaded inability to estimate its amount, while others estimated it variously at between \$2,000 and \$9,000 annually.

A representative of the Merchant Truckmen's Bureau of New York testified at public hearings that trucking interests had borne unreasonable expense in connection with the trucking of import merchandise at New York

(Continued on page 75)

development which must also be of interest to most of your readers". Thanks, A. J., but we

NEW BEDFORD, MASS.

**600,000 Sq. Ft. FLOOR SPACE**

MODERN BUILDINGS COMBINED  
WITH A COMPLETE SERVICE FOR  
THE STORAGE AND DISTRIBUTION  
OF GENERAL MERCHANDISE.

STORAGE AND INDUSTRIAL SPACE  
FOR RENT OR LEASE

Furniture Storage, Packing & Shipping

NEW BEDFORD STORAGE WAREHOUSE CO.  
MAIN OFFICE — 152 FRONT STREET

PITTSFIELD, MASS.

**T. ROBERTS & SONS, INC.**  
Local and Long Distance Furniture Moving

Fireproof Storage Warehouses  
Household Goods Storage — Packing — Shipping  
Merchandise Storage and Distribution  
Pool Car Distribution

DIRECT R.R. SIDING B. & A. R.R. OR ANY R.R.

SPRINGFIELD, MASS.

**Atlantic States Warehouse  
and Cold Storage  
Corporation**

**385 LIBERTY ST.**

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and  
B. & M. R. R.

Member { A. W. A. Daily Trucking Service to  
M. W. A. suburbs and towns within  
a radius of fifty miles.

SPRINGFIELD, MASS.

E. G. Mooney, Pres. R. C. Reardon, Mgr.

**Hartford Despatch and Warehouse Co.**  
214 Birnie Avenue

STORAGE AND DISTRIBUTION DAILY THROUGHOUT CON-  
NECTICUT AND MASSACHUSETTS. PRIVATE SIDING.  
SPECIAL FACILITIES FOR MOVING, PACKING AND SHIP-  
PING OF HOUSEHOLD EFFECTS. WAREHOUSES AT  
BRIDGEPORT, CONN., AND HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.Y.L.

DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

**COMMERCIAL WAREHOUSE, INC.**  
1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing dis-  
tricts. Private siding 8 car capacity on the Mich. Cent. R. R.  
U. S. Int. Revenue and Customs bonded pool car distribution.  
Motor Freight Terminal. Storage and office space for lease.  
Represented by Distribution Service, Inc.

DETROIT, MICH.



**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing  
district, within a half-mile of all freight terminals.  
Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouse**  
Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,  
serving the west side of Detroit and the city of  
Dearborn. Specializing in heavy and light package  
merchandise and liquid commodities in bulk. Con-  
nected directly with every railroad entering the city.

**Central Detroit Warehouse Co.**

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—259 Park Avenue—Room 626  
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

DETROIT, MICH.



Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-  
transit service, offering every facility  
known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

ATTENTION  
DISTRIBUTORS

CHOOSE YOUR  
WAREHOUSES FROM THESE  
COLUMNS — THEN TELL THEM SO  
THEY WILL APPRECIATE IT

are looking for constructive criticism, too. Is there anything we can do to make D & W more

## DETROIT, MICH.

**Henry & Schram Storage & Trucking Company***"The Warehouse of Service"*Merchandise Storage—General Trucking  
Car Load Distribution

Private Siding on

Wabash—Canadian Pacific—Pennsylvania  
Pere Marquette RailwaysCartage Agents Wabash and Canadian Pacific Railways  
*"Your Interests Are Always Ours"*

1941-63 W. Fort Street Detroit, Michigan

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**HEWSON WAREHOUSE CO., INC.**

803 Lawndale Ave.

**GENERAL MERCHANDISE STORAGE**Let us solve your warehouse problems in this section—  
Specialized Personal Service—We own and operate our own  
fleet of motor trucks—Distribution.

## DETROIT, MICH.

**John F. Ivory Stge. Co., Inc.**MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

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## DETROIT, MICH.

**JEFFERSON  
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING  
and DISTRIBUTION**Our reinforced concrete building, centrally  
located, assures very prompt delivery of goods to  
our patrons' customers. Desirable offices for rent.  
Quick service on pool cars. Prompt reshipments  
and city deliveries by our own motor trucks.

## DETROIT, MICH.

**LEONARD-DETROIT  
STORAGE CO.**

Established 49 Years

**STORAGE WAREHOUSES  
ALL OVER DETROIT**Local and Long Distance Removals  
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard

Telephone Trinity 2-8222

## DETROIT, MICH.

*"Located Heart Jobbing District"***RIVERSIDE STORAGE & CARTAGE CO.**

Cass and Congress Sts., Detroit, Mich.

54 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE  
MOVING — PACKING — SHIPPING  
PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

## DETROIT, MICH.

*Completely Servicing*  
**GREATER DETROIT**  
United States Warehouse Company  
1448 WABASH AVE.

United States Cold Storage Corp.  
Chicago — Dallas — Detroit — Kansas City.

UNITED STATES  
COLD STORAGE  
CORPORATION

CHICAGO DALLAS DETROIT KANSAS CITY

## DETROIT, MICH.

Members N. F. W. A.

**Wolverine Storage Company, Inc.**

11850 E. Jefferson Ave.

STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

## FLINT, MICH.

**CENTRAL WAREHOUSE CO.**

WATER AND SMITH STS.

COMPLETE WAREHOUSING SERVICE

SPRINKLERED RISK — G. T. TRACKAGE

## GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE**COLUMBIAN STORAGE & TRANSFER Co.**Approximately 75% of All Commercial Storage  
in Grand Rapids Handled Thru ColumbianRepresented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 43RD ST. PENN. 3-0346 1515 NEWBERRY AVE. MON 3538

valuable to you? A distributor of canned milk told us the other night at the 30th Annual



LANSING, MICH.

"Center of Michigan"

**FIREPROOF STORAGE CO.**

H. H. HARDY, Manager  
SERVICE—SAFETY—SATISFACTION—GUARANTEED  
MOVE—PACK—CRATE—TRANSFER  
FIREPROOF WAREHOUSE—PRIVATE SIDING  
Merchandise Storage—Pool Car Distribution  
Member of A. W. A.

LANSING, MICH.

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in Lansing exclusively for household storage.

**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW  
440 No. Washington Ave.  
(Member of Allied Van Lines, Inc.)



SAGINAW, MICH.

**BRANCH HOUSE SERVICE**

... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

**CENTRAL-WAREHOUSE CO.**

1840 No. Michigan Avenue  
SAGINAW, MICHIGAN

(Continued from page 72)

because of the congestion caused by the unlimited free time practice, and they felt it would be necessary to pass this expense on in the form of higher trucking rates.

Considerable testimony was given also by representatives of warehousemen in opposition to the steamship lines' practices at New York, to the effect that the allowance of excessive free time on the piers operated to deprive warehousemen of business which would otherwise come to them and which they contended rightfully belonged to them.

The protest by the Warehousemen's Association of the Port of New York stated:

"The warehousemen in the Port of New York area have an investment in the merchandise warehousing business of approximately \$150,000,000. This investment has been made because of the warehousing service required in foreign and domestic trade. Prejudicial and unreasonable practices, such as the ones here under discussion, directly jeopardize that investment. There is no question, and our experience and investigation has shown us, that this situation now existing here is depriving the warehouses of the Port of New York of business they have formerly enjoyed—business which they now rightfully should expect and would have should this abuse be discontinued."

That the storage practices followed by steamship companies at New York have harmful effects elsewhere was shown by the testimony of a representative of the Philadelphia Warehousemen's Association who testified that the unlimited free time allowed at New York created an unfair competitive situation between the ports of New York and Philadelphia and that this affected the amount of merchandise stored in Philadelphia warehouses.

Similar testimony was offered by the Massachusetts Warehousemen's Association.

(Concluded on page 76)

MANKATO, MINN.

**BEN DEIKE**

Transfer and Storage

We Guarantee Safety, Security and Satisfaction

General office, 402-404 Pike St.

Merchandise and Household Goods — Bonded Warehouses  
Long Distance Truck Service—Your Goods Insured in Transit

MINNEAPOLIS, MINN.

**ANCHOR WAREHOUSE, Inc.**  
BONDED - FIREPROOF WAREHOUSE

Exceptional Facilities—Modern Offices  
Efficient Service, Free Switching from All Railroads  
Ideally located in the heart of the Wholesale and Shipping District  
Offering a complete Warehousing and Distribution Service  
Inquiries Solicited  
730-740-750  
Washington Ave., North

MINNEAPOLIS, MINN.

**KEDNEY**

**WAREHOUSE COMPANY**

*Complete Distribution Service*

MINNEAPOLIS

617 Washington Ave., N.

Operating 300,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.

ST. PAUL

8th & Johns St.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



ST. PAUL, MINN.

MINNEAPOLIS, MINN.

The Northwestern

**TERMINAL**

PUBLIC BONDED WAREHOUSE  
WITH COMPLETE FACILITIES

OPERATING OFFICE: 600 Stinson Boulevard, Minneapolis, Minn.  
Members, Minn. W.A.

MINNEAPOLIS, MINN.

**MERCHANDISE STORAGE**

For Distribution Throughout the Entire Northwest  
200,000 Square Feet—Free Switching—Centrally Located  
—Bonded—Fireproof—Milwaukee, Minneapolis, and St. Louis Trackage  
100 trucks available for pick up and delivery service.

**UNITED WAREHOUSES, INC.**

708 South Third St. Minneapolis, Minn.

Banquet of the Traffic Club of N. Y., that he has found D & W invaluable in the selection of

## ROCHESTER, MINN.

903 6th St., N. W.

Phone 5286

**CAREY TRANSFER & STORAGE**

Bonded Warehousemen  
Complete Warehouse Facilities for Storage & Distribution  
MERCHANDISE

Experienced Organization and Equipment for  
MOVING, PACKING AND STORING  
HOUSEHOLD GOODS

Modern Buildings, Private Siding OGWR Co.  
MOTOR TRUCK SERVICE

Asso. Minn. N.W.A.—Mayflower Warehousemen's Assn.

## ST. PAUL, MINN.

**CENTRAL**

..... MEANS IN THE CENTER



Represented by  
DISTRIBUTION  
SERVICE, INC.

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Phone: Superior 7180

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Phone:  
Bowling Green 9-0986

625 Third St.  
SAN FRANCISCO  
Phone: Sutter 3481



And Central Warehouse Company's name is most appropriate. Twelve minutes is the actual trucking time from our warehouses to the heart of each thriving city! An ideal location to serve both cities and the Northwest from ONE stock with utmost speed and economy.

An ideal location for your mid-western branch office . . . where you can enjoy complete facilities and service without investment. A.D.T. watchman supervision. Storage of all kinds. One building is devoted to cold storage exclusively.

Direct connections with all lines entering the Twin Cities. Extensive trackage and free switching. No drayage charges on rail shipments. No telephone tolls from either city. Pool cars distributed. Local truck delivery. Negotiable receipts. State bond \$50,000.00. \$2,000,000.00 investment.

**CENTRAL WAREHOUSE COMPANY**

739 Pillsbury Avenue St. Paul, Minnesota

Phone: Nester 2831

## ST. PAUL, MINN.

Agents for Allied Van Lines, Inc.

Special attention given household effects of your officials and employees moved from or to St. Paul.

HOUSEHOLD GOODS STORAGE MERCHANDISE STORAGE  
Complete Branch House Service

**FIDELITY STORAGE and TRANSFER CO.**

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MEMBER

**RICKS STORAGE CO.**

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution  
MERCHANDISE

Experienced Organization and Equipment for  
MOVING, PACKING AND STORING  
HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRR Co.,  
Low Insurance Rate

MOTOR TRUCK SERVICE

## VICKSBURG, MISS.

MAXIMUM SERVICE AT MINIMUM COST.

**Z. B. SCHWARZ & COMPANY**

THE WAREHOUSE WITH A BONDED REPUTATION  
FOR QUALITY SERVICE

Centrally Located to Serve both Louisiana and Mississippi

MODERN, SPRINKLERED BUILDING, MOTOR FREIGHT DEPOT.  
PRIVATE SIDINGS I.C.R.R.

Let us refer you to some of the Nationally Known Manufacturers whom we have served for a number of years. We have the answer to your tax problems, too.

## JEFFERSON CITY, MO.

TRANSPORTATION  
WAREHOUSING**Commerce Cartage Co.**

Central Missouri's Only Fireproof Warehouse

MOVING AND STORAGE HOUSEHOLD GOODS—LOCAL AND LONG DISTANCE MOVING—WAREHOUSING AND DISTRIBUTION OF POOL CAR SHIPMENTS—WE SERVE TERRITORY WITHIN 50-MILE RADIUS JEFFERSON CITY.

Member of N.F.W.A.—Mo.W.A.

## JOPLIN, MO.

**SUNFLOWER LINES, INC.**

Successors to Tonnes Transfer &amp; Storage Co.

1027-41 Virginia Ave.

Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

## KANSAS CITY, MO.

In Kansas City

**it's the A-B-C FIREPROOF WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

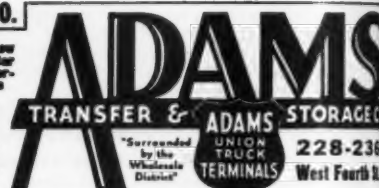
Three Fireproof  
Constructed Warehouses

Agents  
Allied Van Lines, Inc.

## KANSAS CITY, MO.

Merchandise Storage - Low  
Insurance Rates - Pool Car  
Distribution - Freight Forwarders and Distributors  
via rail or daily motor service to entire Southwest.

MEMBER OF  
American Chain of Warehouse  
American Warehousemen's  
Association - Traffic Club  
Chamber of Commerce



(Concluded from page 75)

Section 17 of the Shipping Act of 1916 provides that every common carrier by water in foreign commerce and every other person subject to the Act shall establish, observe and enforce just and reasonable regulations and practices relating to or connected with the receiving, handling, storing or delivery of property, and that "whenever the Board finds that any such regulation or practice is unjust or unreasonable it may determine, prescribe, and order enforced a just and reasonable regulation or practice."

The steamship companies not only agreed this provision covered their operations but expressed a desire for a "reasonable limitation" of free time on import property; however, they urged that New York not be placed at a disadvantage with competing ports.

Ten days was suggested as a reasonable time and consonant with practices at other Atlantic ports, Sundays and legal holidays to be excluded and time to be computed from the first 7 a. m., following the day on which the vessel completes discharging its cargo, and carrier to give consignee actual notice of arrival of goods prior to such discharge. Those provisions are embodied in the Examiners' report, now before the Maritime Commission.—(James J. Butler.)

**Insurance Rule VIII  
Is Modified by ICC**

(Washington Correspondence): Culminating six months of discussions on so-called inequities of its insurance Rule VIII, the Interstate Commerce Commission has ordered further modification of the rule, thereby affording temporary relief to affected truckers and underwriters.

The controversial rule provides that coverage for motor carriers had to be "written by insurance companies legally authorized to transact business in each State in which their policies cover the operations of

(Concluded on page 79)

the cold storage warehouses he uses to distribute those products. Another shrinking violet

KANSAS CITY, MO.

50TH YEAR

**CENTRAL STORAGE CO.**

Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.

(West 10th Street)

In Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

**CROOKS TERMINAL WAREHOUSES**

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES  
BEST RAILROAD FACILITIES  
IN THE HEART OF THE FREIGHT  
HOUSE AND WHOLESALE DISTRICT

Operating  
Brokers' Warehouse, Security Warehouse, Terminal  
Warehouse

KANSAS CITY, MO.

Member—A.W.A.—N.F.W.A.

**W. E. Murray Transfer & Storage Co.**

Pool car distribution - Financing of Stocks

Modern Fireproof buildings on switch track

Shipments forwarded without drayage charge

Kansas City's most advantageous warehouse locations

Main Office: 2019 Grand Avenue See listing for details

Agent, Allied Van Lines, Inc.

KANSAS CITY, MO.

Established 1903

**THE ONLY WAY TRANSFER & WAREHOUSE CO.**

1400-10 ST. LOUIS AVENUE

2 WAREHOUSES

Merchandise Storage Office Space  
Cartage State Bonded  
Pool Car Distribution Sprinklered—ADT Alarm  
Track connections all railroads  
In the heart of the Freight House and Wholesale District

KANSAS CITY, MO.

MEMBER: A.W.A.—MIDW.—K.C.W.A.

**▼▼▼ RADIAL ▼▼▼  
WAREHOUSE COMPANY**

Every facility for efficient warehousing and  
distribution of merchandise

Track and Truck connections to all points with  
Free pickup and delivery service

KANSAS CITY, MO.

Established 1926

**THE H. H. SMITH STORAGE CO.**

1015-19 Mulberry St.

Merchandise Storage—Drayage—

Pool Car Distribution

Private sidings U.P. and C.B.&Q. Rys.

KANSAS CITY, MO.



**UNITED WAREHOUSE CO.**  
Merchandise Warehouses  
at  
TWO BIG MARKETS  
WICHITA, KANSAS ← → KANSAS CITY, MO.

KANSAS CITY, MO.

**RIGHT IN THE MIDST OF BUSINESS—**

**EVERYTHING YOU NEED IN KANSAS CITY**

BUILDING—LOCATION—TRACKAGE—SERVICE—ORGANIZATION  
Tracking Connections To All Points with FREE Pickup and Delivery.

**WALNUT STORAGE**

2020-26 WALNUT ST. KANSAS CITY, MO.

Represented by Associated Warehouse

ST. JOSEPH, MO.

BONDED AND FREE

**TERMINAL WAREHOUSES, Inc.**

**MERCHANDISE AND COLD STORAGE**

**LOW INSURANCE**

**MONEY ADVANCED ON STAPLE COMMODITIES**

SEE DIRECTORY PAGE 192

ST. LOUIS, MO.

COLUMBIA  
TERMINALS  
COMPANY

400 South Broadway

**\$3,000,000.00**

**INVESTED . . . TO SERVE YOU**

Merchandise storage with low insurance,  
and guaranteed responsibility. Modern  
Buildings. Large Fleet of up-to-date  
trucks and trailers.

**COMPACT**

• A one-word description of our modern  
warehousing facilities—large enough to meet the  
requirements of any shipper, yet so completely  
organized that all the usual annoying details of  
wide-spread organizations are eliminated.

Even the city is compact, when viewed from  
our location—all the important business districts  
can be reached in 15 minutes. We operate a  
twice-daily distribution service to these districts  
with our own fleet of motor trucks.

**S. N. LONG WAREHOUSE**  
ST. LOUIS, MO.

**USE  
LONG SERVICE**  
from shipper  
to market

40th  
STATE

**COMPACT  
COMPLETE  
COMPETENT**

ST. LOUIS, MO.

**RUTGER STREET  
WAREHOUSE, INC.**  
MAIN & RUTGER STS.

200,000 Sq. Feet of Service  
BONDED

Merchandise Storage and  
Distribution.

Track Connections with All  
Rail and River Lines.

No Cartage Expense on In  
or Outbound L.C.L.  
Shipments.

Low Insurance.

**ATTENTION  
ALL READERS**

Some of you are not yet  
aware that D and W is now  
edited primarily for the USER  
of public warehouses; the warehouse  
customer or prospect.

who prefers to remain anonymous. And here's another one from a far-sighted traffic man.



## ST. LOUIS, MO.

**Most modern warehouse set-up in St. Louis**

Lowest Insurance Rates      Twenty-five acres of space  
Consolidated freight depot in our building, serving all 15  
eastern, western, southwestern trunk lines.  
Covered railroad docks, capacity 100 cars daily.  
Spacious truck docks facing wide streets to speed up service  
locally and beyond.  
State and U. S. Customs bonded.  
Twenty floors office space in connection.  
Our prices comparable with other warehouses in this territory.  
Storage available on lease or tariff basis.

**ST. LOUIS MART INC.**

Warehouse Division.

12th Blvd. at Spruce St.      St. Louis, Mo.

*in St. Louis—Use the***ST. LOUIS  
TERMINAL WAREHOUSE  
COMPANY**

SERVICE THAT EXCELS

**Largest INDUSTRIAL WAREHOUSE  
ORGANIZATION IN ST. LOUIS**

Six separate warehouses; strategically located to serve any industry conveniently and economically. All warehouses on truck, with both carload and less-carload freight rates applying. Low insurance rates.

LIQUOR Storage U. S. Internal Revenue Bonded, U. S. Customs Bonded and Tax Paid facilities under the same roof

American Warehousemen's Assn., Mdse. Div.  
Member of St. Louis Merchandise Warehousemen's Assn.  
Midwest Warehouse and Transfermen's Assn.  
American Chain of Warehouse, Incorporated

New York Office  
250 Park Avenue  
Phone 3-1225

GENERAL OFFICES  
125 Clark Avenue  
St. Louis, Mo.

Chicago Office  
53 W. Jackson  
Harrison 1496

Our  
Warehouses  
protected by  
ADT burglary  
and fire protection.



## HASTINGS, NEBR.



1876

1937

**Borley Storage & Transfer  
Co., Inc.**

Pool Car Distribution

FIREPROOF      BONDED  
FREIGHT TRUCK CONNECTION TO ALL  
OF THE CENTRAL PART OF THE STATE

## LINCOLN, NEBR.

**UNION TERMINAL WAREHOUSE**

Concrete fireproof construction. 215,000 sq. ft. storage;  
3000 sq. ft. office and display space. Consign  
shipments any railroad. Free switching. Low insurance  
rates. See D. & W. annual Directory.

**COMPLETE WAREHOUSING SERVICE**

Member: A. C. W.

## LINCOLN, NEBR.

100,000 Sq. Feet  
Lincoln, Nebraska  
301 N. 8th Street

35,000 Sq. Feet  
Grand Island, Nebraska  
311 W. 4th Street

**SULLIVANS**

1889      48 Years of Continuous Service      1937

Merchandise and Household Storage—Pool Car Distribution  
General Cartage—Trucking—Assembling

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. E. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

**SULLIVANS**

Transfer & Storage Co.      Grand Island Storage Co.  
Lincoln, Nebr.      Grand Island, Nebr.



## OMAHA, NEB.

R. J. MAYER, PRESIDENT

**CENTRAL STORAGE & VAN CO.**

MAIN OFFICE ... 1101-13 JACKSON ST.

**COMPLETE WAREHOUSING SERVICE**

FIREPROOF WAREHOUSE... TRACKAGE... MOTOR TRUCKS

## OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

**FORD BROS  
Van & Storage Co.**

## OMAHA, NEB.

**GORDON**Storage  
Warehouse, Inc.*Merchandise and Household Goods*

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

## OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

**KNOWLES STORAGE CO.**

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

## OMAHA, NEBR.

**Pacific Storage & Warehouse Co.**

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited  
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

**SERVICE THAT SATISFIES IS OUR MOTTO**

Members of the Mid-West Warehousemen's Ass'n, American Warehousemen's Ass'n

*"We traffic men have been getting away with murder on our rail rates and unless we face*

## MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for  
Complete Service in New Hampshire

NASHUA, N. H.

**McLANE & TAYLOR**

CONCORD, N. H.

Bonded Storage Warehouses

Offices 624 Willow St.

General Merchandise Storage & Distribution, Household  
Goods, Storage, Cold Storage, Unexcelled Facilities.  
Pool Car Distribution

Direct R. R. Siding, Boston &amp; Maine R. R.

## HOBOKEN, N. J.

**HOBOKEN DOCK CO.**

General Offices: No. 1 Newark St.

General Merchandise Storage and Distribution

Piers—Railroad Sidings—Factory Space

Correspondence Invited

## EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

**Lincoln Storage Warehouses**

Bloomfield  
Caldwell  
Glen Ridge  
Irvington

Office, 75 Main Street

Maplewood

—Serving—

Montclair

All the Oranges

Newark

Agents for Aero Mayflower Transit Company.

## NEWARK, N. J.

STORAGE

DISTRIBUTION

**ESSEX WAREHOUSE COMPANY**

950-964 McCarter Highway, Newark, N. J.

Members—A.W.A.—N.J.M.W.A.

We are equipped to perform every service you require. Sprinklered  
building . . . Penn. R. R. siding . . . Private pier. Daily over-night  
truck deliveries within 100 miles.

## EAST ORANGE, N. J.

Lowest Insurance Rate in New Jersey

**JAMES P. WATSON**

Fireproof

Storage

Warehouses

195-197 McKINLEY AVE.

Storage, Moving, Packing and Shipping of Fine Furniture

General Merchandise, Storage and Distribution

GEORGE L. BARBER, Mgr.

## HACKENSACK, N. J.

RUTHERFORD, N. J.

**GEO. B. HOLMAN & CO., Inc.**

STORAGE

SHIPPING

PACKING

HOUSEHOLD GOODS

Most Modern Equipment in North Jersey  
Motor Vans for Local and Long Distance Moving

Operating Holman Warehouses

Members N. J. F. W. A. and N. F. W. A.

Agent: Allied Van Lines, Inc.

(Concluded from page 76)

the insured motor carrier." Small companies which heretofore had written a large part of motor carrier coverage, interpreted the rule as a death sentence, and thousands of carriers, it was contended, would find it difficult, if not impossible, to buy insurance from the larger companies.

Trucking interests, highway associations and other organizations urged revision, which has been met partially by the ICC. Under certain conditions, the Commission has ordered that any policies "written as new business for a period of not more than one year, and effective between Jan. 1, 1937, and March 31, 1937, may be filed for approval and will be deemed to be in conformity with Rule VIII." Previously, Feb. 15 had been set as the effective date.

Rule VIII is waived temporarily provided the insurance company issuing new policies is legally authorized to transact business in at least one State in which the insured trucker operates, and provided it has complied with all ICC insurance requirements exclusively of Rule VIII. These requirements, among other things, relate to the appointment of attorneys-in-fact for acceptance of service of process in States in which the insured operates but in which the insurance company is not legally authorized to operate. Such underwriters are required also to submit proof to the Commission by Feb. 28, 1937, that they, after Oct. 1, 1936, had on file applications to be licensed in the various States in which they intended to do business or had entered into negotiations with other insurance companies to file for them.

Insurance companies complying with this order may renew policies, which expire not later than March 31, 1937, for one year. Meanwhile, the ICC exempted, from insurance regulations, brokers, forwarders and local cartage operators. These classes of operators need not file insurance policy endorsements with the Commission.—(George H. Manning, Jr.)

## NEWARK, N. J.

PACKING!

MEMBER: N.J.F.W.A. and N.F.W.A.

MOVING!

STORAGE!

—dependable since 1860—

**KNICKERBOCKER**

STORAGE WAREHOUSE COMPANY

96 to 106 ARLINGTON STREET

74 to 76 SHIPMAN STREET

Wm. R. Mulligan, Pres.

James E. Mulligan, Sec'y and Mgr.

## NEWARK, N. J.

**Lehigh Warehouse & Transportation Co., Inc.**

98-108 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of

General Merchandise.

Lehigh Valley Railroad siding.

We operate our own fleet of Motor

Trucks making store door

delivery within a radius

of 30 miles.



## NEWARK, N. J.

**Newark Central Warehouse Co.**

General Offices:

110 Edison Place, Newark, N. J.

In the heart of Newark—serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

POOL CAR DISTRIBUTION.

Member of N.J.M.W.A.

Represented by

Allied Distribution, Inc. — Bay Terminals, Inc.

## NEW BRUNSWICK, N. J.

Member N.J.F.W.A. and N.F.W.A.

**SISSER BROS., Inc.**

New Fireproof Storage Warehouses

General Offices: 25 LIVINGSTON AVE.

Barnville, N. J.  
123-136 E. Main St.

Plainfield, N. J.  
18 Grove St.

New York City  
80 Day St.

New Jersey's Largest Moving and Distribution Specialists



realities, some day—and not so far in the future—we are going to be caught hanging out on

SOUTH ORANGE, N. J.  
NEWARK, N. J.

"Serving Metropolitan New Jersey"  
**SOUTH ORANGE STORAGE CO., INC.**  
 STORAGE - MOVING - SHIPPING - LIFT VANS  
 — MEMBER —  
 N.J.F.W.A., N.F.W.A., A.V.L., N.J.R.C.A.  
 219 Valley St., South Orange 2-4000

## ALBUQUERQUE, N. M.

Est. 1912

F. D. SHUFFLEBARGER,  
Pres.H. E. DALTON,  
Sec. & Treas.

**Shufflebarger Transfer & Storage Co., Inc.**  
 200 E. Central Ave.

Two Modern Brick Warehouses for the Storage and  
 Distribution of Merchandise and Household Goods  
 Distribution of Pool Cars. Transfer of Household Goods  
 Members of AWAm—SWA

## ALBANY, N. Y.

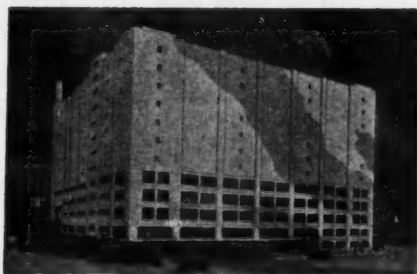
**Albany Terminal & Security  
 Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a spe-  
 cialty. Available storage space for rent if  
 desired. Direct track connections with all  
 railroads running into Albany.

Member  
 American Chain of Warehouses  
 American Warehousemen's Association

## ALBANY, N. Y.



**Central Warehouse Corporation**

Colonie and Montgomery Sts.

Albany, N. Y.

Telephone 3-4101

General Merchandise — Cooler and sharp  
 freezer Cold Storage; also U. S. Custom  
 Bonded space available. Office and storage  
 space for lease. Fireproof construction with  
 very low insurance rate. Storage in Transit  
 privileges. All classes of modern warehouse  
 and distribution service rendered.

**COLD STORAGE — DRY STORAGE  
 DISTRIBUTION**

## ALBANY, N. Y.

**JOHN VOGEL Inc.**

**FIREPROOF WAREHOUSES  
 OFFICES, 11 PRUYN ST.**

HOUSEHOLD GOODS - STORAGE AND SHIPPING.  
 FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS  
 POOL CAR DISTRIBUTION OF MERCHANDISE  
 YOUR ALBANY SHIPMENTS CAREFULLY HANDLED  
 Collections promptly remitted

## BINGHAMTON, N. Y.

**JOHN B. SOUTHEE, Inc.**

**Moving — Trucking — Storage  
 Long Distance Moving**

Member of  
 National Furniture Warehousemen's Association  
 Central New York Warehouse Association  
 Chamber of Commerce

Phone—Bingh: 4391-4392

Office: 175 State Street

## BINGHAMTON, N. Y.

**YAGER WAREHOUSE**

Offices 84-94 Lewis Street

**General Merchandise Storage and Distribution**

In the center of Binghamton's wholesale district. D. L. & W. siding.  
 Sprinklered Building. Low Insurance Rate. All Commodities. Ideal  
 branch office facilities.

## BRONXVILLE, N. Y.

**GRAMATAN WAREHOUSE, Inc.**

9 Park Place and 100 Pondfield Road

Established 1920

**Fireproof Warehouse 50,000 Sq. Ft.  
 Moving—Packing—Shipping**

Consign C.L. and L.C.L. Shipments via N.Y.C.R.R.

Member of N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

Agent for Allied Van Lines, Inc.

## Warehousing to the Rescue in Time of Disaster

(Concluded from page 44)

supplies has been handled by warehouse employees  
 working late hours and through the nights. All is well."

From General's warehouse, trucks carried thousands  
 of blankets to Tiptonville in the Reelfoot Lake area,  
 delivering them on schedule.

Mr. Dent's message "All is well" reflected Memphis  
 warehousing's situation while Old Man River rolled by.

## Cincinnati

AN account of the flood situation at Cincinnati as it  
 affected warehousing there was published in the  
 February *DandW*. Supplementing that report:

After the crest of the waters had passed the city  
 decided that merchandise actually damaged should not  
 be permitted on sale as the Better Business Bureau  
 felt it would hurt business. In general, however, the  
 warehousemen believed that much of the goods could be  
 salvaged, as they were not polluted. At mid-February  
 the warehouses which did suffer were not prepared to  
 state their losses but it was agreed that the newspaper  
 estimates were exaggerated.

The warehouses of Fred Pagels Storage Co. were not  
 physically affected by the flood, which, however, brought  
 so much new business that the buildings were filled to  
 overflowing. Endangered household goods, office rec-  
 ords and other valuables were rushed into the Pagels  
 plants until all storage space, stairways, halls, lobbies  
 and offices were occupied until nothing further could be  
 crowded in.

One picture service broadcast a photograph which,  
 widely published, indicated that one of the storage  
 plants of Baltimore & Ohio Warehouse Company had  
 been destroyed by fire. As a matter of record, the plant  
 burned was not one of the buildings devoted to public  
 storage.

the limb. That day will usher in a real rate increase, one that will hurt, because it will be



## BROOKLYN, N. Y.

## RIVERFRONT WAREHOUSES

**BOWNE-MORTON'S STORES, INC.**611 SMITH ST. (on Gowanus Canal) Tel. CUMBERLAND 6-4680  
**FREE AND BONDED WAREHOUSES**LICENSED BY COCOA, RUBBER AND METAL EXCHANGES.  
N. Y. City Office: 57 Front St. Tel. BOWLING GREEN 9-0780  
DISTRIBUTION BY  
**BROOKHATTAN TRUCKING CO., INC.**  
57-59 Front St., N. Y. City, N. Y.

## BROOKLYN, N. Y.

**EAGLE WAREHOUSE  
AND STORAGE COMPANY**

25 Fulton Street

Brooklyn, N. Y.

We specialize in shipments from correspondents, collections handled.  
Our strictly fireproof building is ideally equipped for storage of household goods and valuables.  
We pack goods for shipment, and have a fleet of vans for prompt deliveries.

Agents for Allied Van Lines, Inc.

## BROOKLYN, N. Y.

Within the Lighterage Limits of New York Harbor

**GREENPOINT TERMINAL CORPORATION****FREE AND BONDED WAREHOUSES  
STEAMSHIP PIERS**

Fronting on East River, Foot of Greenpoint Ave., Milton, Noble and Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates quoted on request.

MILTON AND WEST STREETS, BROOKLYN, NEW YORK



## BROOKLYN, N. Y.

Established 1860

**Peter F. Keilly's****Fireproof Warehouses**

491-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of Household Goods



## BUFFALO, N. Y.

**UNEQUALED FACILITIES  
For Shippers and Distributors**

Established 1903. Capital \$900,000. Merchandise storage at "hub" of distribution. Direct switch connection with Pennsylvania R. R. and New York Central R. R. Reciprocal switching with all other railroads. Our docks served directly by Great Lakes Transit Corp. and New York State Barge Canal Lines—Pool Car Distribution. U. S. Custom bonded warehouse.

**The KEYSTONE WAREHOUSE CO.**

Seneca, Hamburg and Alabama Sts., Buffalo, New York

## BUFFALO, N. Y.

Let us care for your needs in Buffalo

**Larkin Terminal Warehouse**

Buffalo, N. Y.

Specializes in handling pool cars. No cartage on railroad shipments.

Lowest insurance rates

Stores automobiles and general merchandise

**Government Bonded Warehouse**

For further information write J. E. Wilson, Traffic Manager

## BUFFALO, N. Y.

**LEDERER  
TERMINALS**

... HAVE SOMETHING IN STORE for you ...

LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

## BUFFALO, N. Y.

**LEONARD  
WAREHOUSES**

Offices, 163 Georgia Street

Member of B.W.A.—Mayflower W.A.

## BUFFALO, N. Y.

ASSURANCE of complete SATISFACTION is yours when your DISTRIBUTION and STORAGE is in the hands of

**THE MARKET TERMINAL WAREHOUSE**Schoellkopf & Co., Inc.  
102 Perry St.Represented by Associated Warehouses, Inc.  
New York and Chicago

## BUFFALO, N. Y.

**GENERAL MERCHANDISE—COLD STORAGE  
WAREHOUSE**Cargo-Handling  
Rail-Lake and Barge  
Terminal  
96 Car Track  
Capacity  
1500 Feet Private  
DockFinancing—  
Distribution  
Auto Dealers  
Warehousing  
Service  
Office and  
Factory Space**TERMINALS & TRANSPORTATION  
CORPORATION**

275 FUHRMANN BLVD. BUFFALO, N. Y.

## BROOKLYN, N. Y.

**WILLIAM H. STRANG WAREHOUSES  
Inc.**

Established 1875

900-910 Atlantic Avenue 892-898 Atlantic Avenue

**Packing, Shipping, Moving and  
Storage of Household Goods**

N. Y. F. W. A.—N. F. W. A.

## BUFFALO, N. Y.

(Agents for Allied Van Lines, Inc.)

**Fred F. Dye Fireproof Warehouse, Inc.**

1661-1669 Main St.

**OUR WAREHOUSES ALL FIREPROOF**Household Goods—General Merchandise—Regular Trips—  
Buffalo and New York City  
Members B.W.A.—N.F.W.A.

## BUFFALO, N. Y.

**Knowlton Warehouse Co.**

50 Mississippi Street, Buffalo, N. Y.

**POOL CAR DISTRIBUTION  
MERCHANDISE STORAGE  
PRIVATE SIDING**

compensatory. Then most of us will have to seriously start worrying about carloads and there

# NEW YORK

# DIRECTORY OF WAREHOUSES

D and W. March, 1934

## BUFFALO, N. Y.

70,000 SQ. FT. OF STORAGE SPACE

### SHIPPERS EXPRESS TERMINAL & WAREHOUSE

General Offices: 135 SCOTT STREET

Merchandise storage—Fireproof building—Lehigh Valley Railroad siding—Pool car distribution—Daily delivery to Western New York and Canadian Points by our own large fleet of motor trucks—Dependable service.

## ELMIRA, N. Y.

### JOSEPH BIMBERG SONS

#### STORAGE WAREHOUSE and TRANSFER

On main line Lacka-Erie-Penna.-L.V.R. R. Free Switching. WE ARE SPECIALISTS on Storage and Distribution of Pooled cars. Let us SERVE you and Prove it.

Members Am. Chain of Warehouses & A.W.A.

WE SHIP SUDDEN.

Nathan Bimberg, Gen. Mgr.

## ELMIRA, N. Y.

### A. C. RICE STORAGE CORP.

2—WAREHOUSES—2

MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

MEMBER

A.W.A.—N.W.A.—ALLIED VAN LINES

## FLUSHING, L. I., N. Y.

### Flushing Storage Warehouse Co., Inc.

Offices 135-24-26-28 39th Avenue, Flushing, N. Y.

Fireproof Warehouses



Moving, Packing, Storing and Shipping of Household Goods. 10 blocks from the World's Fair Corona Freight Station, serving Jackson Heights, Elmhurst, Corona, Whitestone, College Point, Bayside, Douglaston.

Members of the N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

## FOREST HILLS, L. I., N. Y.

MEMBER



### Forest Hills Fireproof Storage

Austin St. and Herrick Ave.

Storage and Shipping of Household Goods Exclusively

Serving Forest Hills, Elmhurst, Kew Gardens, Richmond Hill, Jackson Heights.

## GREAT NECK, L. I., N. Y.

E. C. J. McShane, Pres.

**BAYSIDE  
DOUGLASTON  
LITTLE NECK  
MANHASSET  
PORT WASHINGTON**



### Great Neck Storage Co., Inc.

Offices Cuttermill Road  
New Fire Proof Warehouse

for

Household Goods—Works of Art  
Individual Rooms

Members B.&L.I.S.W.A., N.Y.F.W.A., N.F.W.A.

## HEMPSTEAD, N. Y.

We solicit your patronage for the following towns:

**FREEMONT  
LYNBROOK  
ROSLYN  
HICKSVILLE  
MINEOLA  
WESTBURY  
GLEN COVE  
AMITYVILLE**

**GLEN HEAD  
BAYSHORE  
PORT WASHINGTON  
ROCKVILLE CENTER  
SEA CLIFF  
LONG BEACH  
MERRICK  
VALLEY STREAM**

**NEW HYDE PARK  
OYSTER BAY  
WHEATLEY HILLS  
GARDEN CITY  
BALDWIN  
ROOSEVELT  
PLANDOME**

### HEMPSTEAD STORAGE CORPORATION

237 MAIN STREET, HEMPSTEAD,  
L. I., N. Y.



## JAMAICA L. I., N. Y.

Route Shipments for Long Island To

### JAMAICA

#### STORAGE WAREHOUSE CO.

FIRE PROOF



Wrapping

Packing

Crating

Shipping

Specializing in Packing and Shipping  
High Grade Furniture and Art Objects

Adjacent to Largest R. R.  
Terminal on Long Island

9329-41 170th Street at  
Long Island Railroad

Telephone—Jamaica 6-1035-1036

## JAMAICA, L. I., N. Y.

Members N.Y.F.W.A.  
L.I.W.A.

N.F.W.A.  
Cham. Comm.

### QUEENSBORO STORAGE

Van Wyck Blvd. at 94th Ave.

Richmond  
Hill P. O.

Fireproof Whse.—Van Service—Packing  
Long Island's Foremost Household Goods Warehouse  
SERVING ALL Long Island POINTS

## KEW GARDENS, L. I., N. Y.

Telephones, Richmond Hill 2-2871, Republic 9-1400

### Kew Gardens Storage Warehouse, Inc.

Motor Vans, Packing, Shipping

Fireproof Storage Warehouse

Van Wyck Boulevard at Atlantic Ave.  
Richmond Hill, N. Y.

## LONG ISLAND CITY, N. Y.

"WHERE YOU GET SERVICE"

IDEALLY LOCATED FOR ALL  
LONG ISLAND SHIPMENTS

### ROCCO VAN & STORAGE CORP.

MODERN FIREPROOF WAREHOUSE

3115 31st St., L. I. City, N. Y.

QUICK SERVICE—PROMPT REMITTANCES  
Members N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.



## NEW ROCHELLE, N. Y.

Moving, Packing

Storing, Shipping



### O'Brien's Fireproof Storage Warehouse, Inc.

Packers and Shippers of Fine Furniture  
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White  
Plains, Scarsdale, Hartsdale. Send B/L to us at  
New Rochelle.

## NEW YORK, N. Y.

A National System of Warehousing



NEW YORK  
11 WEST 42ND ST. PENN. 6-0968

ALLIED DISTRIBUTION INC.

CHICAGO  
1525 NEWBERRY AVE. MON. 5531

## NEW YORK, N. Y.

### Bowling Green Storage & Van Co.

General Offices 8-10 Bridge St.

Storage and Delivery in  
New York and Vicinity

Also Forwarding for European Shipments  
Lift Vans for Europe and Pacific Coast

will be a general upheaval in the present purchasing habits in order to force dealers, jobbers,

NEW YORK, N. Y.

## BUSH TERMINAL

Gen. Offices 100 Broad St., New York City  
Warehousing—Distribution—Manufacturing Facilities  
Cold Storage—Fumigation  
SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK

NEW YORK, N. Y.

## Byrnes Brothers Warehouses, Inc.

ESTABLISHED 1870



Two centrally located modern fireproof warehouses, adjacent to all railroads, for prompt and economical handling of your shipments.

Sixty-six years of dependable service is your guarantee in selecting us as your New York representative.

305-307 East 61st Street

Member: N. Y. F. W. A.,  
N. Y. S. W. A., N. Y. V. O. A.



NEW YORK, N. Y.

## DAYTON STORAGE CO., Inc.

Fireproof Warehouses  
Modern Equipment  
Lift Van Service



Operated by  
Centrally Located  
Consign Shipments  
To Us  
Prompt Remittances  
1317 Westchester Ave.

NEW YORK, N. Y.

Fireproof Storage Warehouses

## Dunham & Reid Inc.

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.  
216-218 East 47th Street New York City  
Members of N. F. W. A., N. Y. F. W. A., V. O. A.

NEW YORK, N. Y.



## Simplicity in Distribution in The Metropolitan Area

We say simplicity because our location—a midtown location with B. & O. sidings—the lowest insurance rate on Manhattan Island—a perfected distribution service—make ease and quickness of delivery possible.

Concrete building, supervised sprinkler system throughout. Inbound and outbound carload shipments handled via B. & O. R. R. without cartage or switching expense.

Team truck yard adjoining the building.

Shippers are cordially invited to inspect our plant and consult with us in their warehouse and distribution problems.

## A. O. FEIDELSON, Inc.

SUCCESSOR TO B. & O. 26th ST. STORES  
ROBERT E. BARRY, Gen. Mgr. Warehouse Division  
General Offices—26th St. & 11th Ave.  
NEW YORK CITY

Member of Warehousemen's Assoc. of the Port of New York and American Warehousemen's Association

## INTERCONTINENTAL FORWARDING INC.

Foreign Freight Contractors

17 STATE STREET, NEW YORK, N. Y.

Free and bonded warehouses throughout Europe—railroad sidings and waterfront groupage bills of lading—pool car service.

Shipments to and from all parts of the world—collections made and promptly remitted.

Special service in Packing, Storage and Transportation of Household Furniture in vans—through bills of lading issued to interior points.

NEW YORK, N. Y.

FIREPROOF WAREHOUSES

## Day & Meyer Murray & Young, Inc.

PORTOVAULT  
STEEL VAULT STORAGE

1166 SECOND AVE., NEW YORK

## Merchandise Storage Improvement Seen By Milbauer

An optimistic report regarding merchandise warehousing conditions in the New York City territory was submitted to the Atlantic States Shippers Advisory Board, at the group's annual meeting in New York on Jan. 21, by Charles Milbauer as chairman of the warehouse and storage committee. Mr. Milbauer is manager of South Eleventh Street Warehouse Corporation, Brooklyn. The report follows:

"The condition of the warehouse industry for the last quarter showed marked improvement in that the average occupancy was 70%—or 8% up for the quarter.

"Due to heavy withdrawals of raw sugar for the refiners and an increased demand in the refined sugar market, together with the large withdrawals of cocoa beans in December, increased the unoccupied space about 10%, which will be partly taken up in the first quarter of 1937 with increased storage of flour, salmon and general merchandise.

"The prospects look toward a better storage year during the first quarter of 1937."

## Secretary McGinty of ICC Is Dead

(Washington Correspondence): George B. McGinty, secretary of the Interstate Commerce Commission for the past 24 years, died of pneumonia at his home here late in February. Although he had been in poor health for a year he continued his duties until shortly before his death. His post was one of the most important in the Government service, as every order of the ICC is released over the secretary's signature.

Mr. McGinty was born in Georgia on Sept. 8, 1878.

George W. Laird, assistant secretary, has been serving as acting secretary since McGinty's illness—(George H. Manning, Jr.)

etc., to get off a hand-to-mouth basis and to thus give the factories a chance to plot their pro-



NEW YORK, N. Y.

AN ASSOCIATED

## LACKAWANNA

### TERMINAL WAREHOUSES, INC.

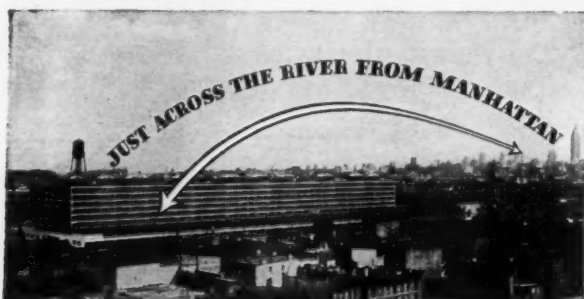
#### JERSEY CITY, N. J.

(Six hundred feet from the Manhattan Tunnel Plaza)

### SUPERIOR DISTRIBUTION

A stock of your products carried in our Terminal is within 24 hours of your customer's door at any principal point between Boston and Washington, D. C.

- ♦ Traffic experts route your shipments via dependable lines at minimum charges.
- ♦ Side track facilities and L. C. L. Freight station in same building.
- ♦ Coastal Steamship connections, eliminate unnecessary cartage expense.
- ♦ Direct Motor Truck Store Door Delivery Service covering wide area.
- ♦ Pool Car Distribution.
- ♦ Modern Building and Minimum Insurance Rates.



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### Offering a Superior Service at a Reasonable Price . . . .

Fireproof Vaults  
Electric Van Service  
Cold Storage  
Separate Vans  
Safe Deposit Vaults

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

Fumigating tanks to destroy moth or insects in furniture, rugs or bedding.

Special vans for shipments of household goods to all parts of the world.

Dead storage for automobiles. Batteries are cared for on premises.

Our experience of 50 years guarantees satisfactory performance.



**Lincoln Warehouse Corporation**  
1187 to 1201 Third Ave., at 69th and 70th Sts.

Alexander Caw, Vice-President and General Manager  
Horace Roberts, Superintendent of Warehouses

NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding  
from an Ultra-Modern Free and Bonded  
Warehouse.

### IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY  
Adjacent to All Piers, Jobbing Centers  
and The Holland Tunnel

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

### MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.  
601 West 26th St., N. Y. C.

NEW YORK, N. Y.

### The National Cold Storage Co., Inc.

OPERATING WAREHOUSES FOR STORAGE OF  
PERISHABLE FOOD PRODUCTS

BROOKLYN JERSEY CITY  
66 Furman St. 176 Ninth St.  
Distribution Facilities Storage in Transit  
General Offices: 19 Hudson St., New York

NEW YORK, N. Y.

### NEW YORK DOCK COMPANY

Executive Offices: 44 Whitehall St., New York, N. Y.

Free and bonded storage facilities licensed by Commodities Exchanges. Space for lease (large & small units) for manufacturers and distributors. Pier and wharf accommodations.

Railroad connections with all Trunk Lines.

Member: A.W.A.—W.A.P.N.Y.—N.Y.S.W.A.—N.Y.W.W.T.

## Open Price Institute Plan Is Approved

(Continued from page 21)

Gardner Poole, Boston, made two practicable suggestions—one that the industry pay particular attention to the quality of foodstuffs before accepting them for storage, and the other that in the future all convention papers be sent out to members in advance so that the members can come prepared to discuss them intelligently.

Commenting on the quality of foodstuffs, Mr. Poole warned that in many cases vegetables, etc., were held too long before being given over to the cold storage plant. As a result, cold storage was frequently condemned unfairly under the false expectation of its ability to improve a product's condition. Preservation of perishables at point of production was the answer to the question of retaining quality, Mr. Poole stated, and considerable headway had already been made in this regard.

Mr. Poole, in reporting for the research committee, brought out facts gleaned by him at the Seventh International Congress of Refrigeration at The Hague last June. An extended tour through the Continent and the British Isles developed additional information, such as that pertaining to refrigerated-gas storage in preservation of fruits and use of gas storage in refrigerated ships for transporting fresh meats from Australia and New Zealand to England. Mr. Poole described the development of rapid freezing in the En-

(Continued on page 87)

duction at least three months in advance. Factory production on such a standard will force

NEW YORK, N. Y.

**MR. WAREHOUSEMAN:**

Do you know

**PerkinService**

See the January issue of this publication.

NEW YORK, N. Y.

**PORT WAREHOUSES, INC.**

FREE AND U. S. BONDED WAREHOUSES

GEN. OFFICES 41-47 VESTRY ST.

Merchandise Storage and Distribution

FOOD SPECIALISTS AND FUMIGATION

FREE WAREHOUSE 41-47 VESTRY ST. BONDED 54-58 LAIGHT ST.

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**SANTINI BROS., INC.**

Serving Greater New York and All Points in Westchester County

**MOVERS—PACKERS—SHIPPERS**

General Offices: 1405-11 Jerome Ave.—Tel.: JEROME 6-6000

Four Fireproof Warehouses

3,000,000 CUBIC FEET—POOL CAR DISTRIBUTION

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**Seaboard Storage Corporation**

New York Office: 99 Wall St.

Distribution in the Metropolitan Area.

Steamship facilities — Railroad connections — Motor truck distribution — One Responsibility.

Port Newark Terminal Foot of Doremus Ave. Brooklyn Terminal Foot of Smith St.

**SHEPARD WAREHOUSES INC.**



130,000 Square Feet  
Fireproof

*Distribution Specialists*

667 WASHINGTON STREET  
NEW YORK

*Daily  
Truck  
Deliveries to*

MANHATTAN  
BRONX  
WESTCHESTER  
BROOKLYN  
QUEENS  
LONG ISLAND  
STATEN ISLAND  
NEW JERSEY

NOT only a large and well located warehouse, but also a modern cartage and express organization making daily pick-ups and deliveries in the city and outside to a 25-mile radius. Established trucking connections to points beyond. Single packages.

Place both your storage and distribution responsibilities on ONE management. You make the sale—let us do the rest. Experience—Equipment—Reliability—Financial Responsibility.

**POOL CAR DISTRIBUTORS**

Packages and deliveries at all rail and ship terminals. Our office now handles paper work on over six hundred daily storage and delivery items easily and efficiently. Receipts—C.O.D.'s—Inventories—Reports—Etc.

**SHEPARD WAREHOUSES, Inc.**

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AN OLD ESTABLISHED BUT PROGRESSIVE INSTITUTION

**STARRETT LEHIGH BUILDING**



**Look Before You Locate**

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

**IT HAS —**

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

**INVESTIGATE THE ADVANTAGES OF THIS BUILDING**

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

**Starrett Lehigh Building**

D. R. CROTSLEY, Manager, 601 West 26th Street

Telephone: CHICKERINO 4-5520

more stocking of goods in warehouses." Whether this viewpoint can be taken seriously or

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**State Warehouse Co., Inc.**

GENERAL OFFICES 541-545 W. 34th ST.  
General Merchandise Storage and Distribution  
in the Center of the Metropolitan Area

Fireproof Buildings—Low Insurance Rate—Immediately  
Adjacent to New York Central R. R.—Penna. R. R. —  
Lehigh Valley

Members N.Y.S.W.A.—P.N.Y.A.

## NEW YORK CITY, N. Y.

**DISTRIBUTION ...**

General and Cold Storage. Sprinklered Building.  
Direct track connections N.Y.C., Erie, L.V.R.R.  
No cartage costs on reshipments. Same day de-  
livery within 50-mile zone.

**Terminal Warehouse Company**

27th and 28th Streets 11th to 13th Avenue



## NEW YORK, N. Y.

**Weissberger Moving & Storage Co., Inc.**

General Offices: 214-224 East 22nd St.

With fireproof warehouses located in mid-Manhattan, we are  
skilled in every phase of handling, packing and shipping  
Household Goods.

Pool Cars of Furniture and Merchandise Distributed

## ROCHESTER, N. Y.

**George M. Clancy Carting Co., Inc.**

Storage Warehouse  
55-85 Railroad Street

General Merchandise Storage . Distribution  
Household Goods Storage . Shipping  
Pool Cars Distributed and Reshipped  
Direct R. R. Siding N. Y. Central  
in the Center of Rochester

## ROCHESTER, N. Y.

Member of N.F.W.A.—A.W.A.

**IN ROCHESTER, NEW YORK**

"Let us give your customers the same competent and per-  
sonal service that you yourself give them."

**B. G. COSTICH & SONS, INC.**

271 Hayward Ave.

Rochester, N. Y.

## ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise  
N. Y. C. R. R. 10 Car Capacity, Private Siding  
Pool Car Distribution Motor Service

Heated Throughout Sprinklered Low Insurance Rate

**MONROE WAREHOUSE COMPANY, Inc.**

Offices: 1044 University Ave.

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## ROCHESTER, N. Y.

**ROCHESTER  
STORAGE WAREHOUSES, Inc.**

26 N. Washington St.

MERCHANDISE STORAGE . DISTRIBUTION AND  
FORWARDING . STORE DOOR DELIVERY

## SCHENECTADY, N. Y.

**Schenectady Storage and Trucking  
McCormack Highway  
Transportation**

Offices: 160 Erie Blvd.

General Merchandise Storage and Distribution  
Pool Car Distribution Household Goods  
Storage and Moving Long Distance Trucking

## SYRACUSE, N. Y.

Fireproof Throughout

**Flagg Storage Warehouse Co.**

SYRACUSE, N. Y.

Protected by Automatic Sprinkler

Consign your Household Goods Shipments in our care  
MOVING — STORAGE — PACKING — SHIPPING  
Mdse. Storage Private Siding Pool Cars Handled

## SYRACUSE, N. Y.

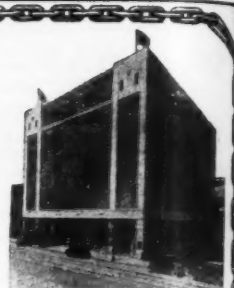
**Daily Store-Door  
Delivery to Principal  
Points in N. Y. State**

... an important part of  
our complete, modern  
warehousing service in the  
distributing center of New  
York State. Write for de-  
tails.

Member AWA, ACW,  
May WA

**Great Northern Warehouses, Inc.**

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**DISTRIBUTION KING STORAGE**

SINCE 1897



MERCHANDISE

HOUSEHOLD  
GOODS

MOTOR FRT.  
STORE DOOR  
DELIVERY

MEMBERS  
A.W.A. N.F.W.A.  
AGT. A.V.L.

Represented by  
Distribution Service, Inc.—New York—Chicago—San Francisco

## UTICA, N. Y.

**BROAD STREET WAREHOUSE, INC.**

Complete Warehousing  
Service

General Merchandise — Cold Storage  
Heated Storage

Private Siding and Motor Freight Terminal  
Daily Trucking Service to all  
Points in New York State

## UTICA, N. Y.

**Jones-Clark Trucking & Storage Co.  
of Utica, N. Y.**

The Heart of New York State and natural distributing  
point. "Jones of Utica" has distributed Merchand-  
ise and Household Goods for 38 years. Every modern  
facility.

Member: N.F.W.A., Allied Van Lines, Inc.

**ATTENTION  
DISTRIBUTORS**

When you must move  
your executives or personnel  
from one city to another, call in  
one of our household goods warehouse  
advertisers. He can save you time, worry  
and unnecessary expense.

not, we are not prepared as yet to pass on, but there is food for thought in the statement and



UTICA, N. Y.

**Largest Fireproof Warehouse in Utica, N. Y.**

Household Goods and General Merchandise  
Pool Car Shipments Long Distance Van Service  
Complete Branch Office Facilities

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General Offices: 106 WHITESBORO ST.  
Member of May.W.A.—A.C.W.—N.Y.S.W.A.—C.N.Y.W.C.

UTICA, N. Y.

Established 1916

**Utica Warehouse Co., Inc.**

Box 276 Utica, N. Y.

Unexcelled facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in, Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

WHITE PLAINS, N. Y.

**J. H. EVANS & SONS, INC.**

Office & Warehouse: 253-257 Hamilton Ave.

Household Goods Moving, Storage, Packing, Shipping  
Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

YONKERS, N. Y.

**McCann's Storage Warehouse Co.**  
3 MILL ST.

**Fireproof Storage Warehouse**

strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

(Continued from page 84)

glish fisheries in an effort to overcome the great difficulty that country is now facing in landing really fresh fish in its markets. This is by reason of the fact that nearby fishing grounds are no longer prolific and the greater volume of their fishery production now comes from more distant areas. To combat this situation, the use of quick-freezing equipment on trawlers has been very seriously considered. These would be equipped with freezing plants of a capacity sufficient to handle about 10 tons of fish in 24 hours.

In connection with fish Mr. Poole called attention to the important work being carried on in cooperation with the U. S. Bureau of Fisheries by the Birds Eye Laboratories, Boston, through the installation of a method of testing the freshness of haddock. This is known as the "Electric Titration Method" and is used for standardizing quality, grading and control in the selection of fish for freezing. This test takes but a few minutes, and the product is accepted or rejected on the basis of its freshness according to the findings under the test.

Joseph Leto, Jr., St. Louis, read a paper on "Federal Legislation Affecting Refrigerated Warehouses and Legislative Outlook for 1937." His presentation dealt at length with the Robinson-Patman, Social Security and other important measures passed at the last session of Congress, and it directed attention to several important bills now pending before the 75th Congress. The following excerpts from the paper are of particular interest:

"Aside of the food and drug bill there will be little legislation directly affecting or regulating the refrigerated warehouse industry.

"It is almost certain that a determined effort will be made to enact a substitute for the NRA. This may be attempted in the form of a number of Acts designed

(Continued on page 88)

CHARLOTTE, N. C.

**AMERICAN STORAGE & WAREHOUSE CO.**

CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 505 S. CEDAR ST.

MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED. MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE RAILROAD SIDING.

ESTABLISHED 1906

CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

CHARLOTTE, N. C.

**MERCHANDISE STORAGE**

Pool Car Distributors

Private Sidings

UNION STORAGE & WAREHOUSE CO., INC.

(BONDED)

1000-1008 West Morehead St.

Private Branch Exchange

20 Private Offices

Insurance Rate 25c

MEMBER OF A.W.A.—MAY.W.A.—ALLIED DIST., INC.

RALEIGH, N. C.

**CAROLINA STORAGE & DISTRIBUTING COMPANY**

MERCHANDISE STORAGE

POOL CAR DISTRIBUTION

Private Siding

Motor Freight Line

Members

A. W. A.

A. CHN. WHSES.

TARBORO, N. C.

**EDGEcombe BONDED WAREHOUSE**  
TARBORO, N. C.

Largest Sprinklered Warehouses in

Eastern North Carolina

Insurance rate 22 1/2 cents

Pool Car Shipments and Distribution Service—Trucking Facilities

Located in the Most Prosperous Section of North Carolina

WILMINGTON, N. C.

Fireproof Warehouse

**FARRAR TRANSFER & STORAGE WAREHOUSE**

1121 South Front Street

Household Goods, Merchandise

Long Distance Moving

Pool Car Distribution

Member N. F. W. A.

FARGO, N. D.

**Union Storage & Transfer Co. Fargo, N. D.**

General Storage—Cold Storage—

Household Goods

Established 1906

Four warehouse units, total of 100,000 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates. Spot stocks, pool car distribution, complete warehouse services. Ship in our cars for prompt and good service.

Office: No. 300-16 Northern Pacific Avenue

AWA—ACW—MNWA—NFWA

GRAND FORKS, N. D.

85,800 sq. ft. Floor Space—Fireproof

**KEDNEY WAREHOUSE CO.**

GENERAL STORAGE—MOVING

HOUSEHOLD GOODS

POOL CAR DISTRIBUTION—MOTOR FREIGHT TERMINAL

something that can be counted on for wide discussion by everyone interested in present or

## AKRON, OHIO

**Cotter-City View Storage Co.**

Main Office: 70 CHERRY ST., AKRON, OHIO

150,000 SQ. FEET STORAGE SPACE

Fireproof, concrete buildings, modern facilities, convenient location, ideally suited for clean, careful storage of

**HOUSEHOLD GOODS and MERCHANDISE**

Distribution area: Akron, Barberton, Cuyahoga Falls. Special attention to pool cars. Low transfer rates.

**LONG DISTANCE MOVING**

Pool Cars and Spot Stock Accounts Solicited. Private Siding B. &amp; O. R. R. Free switching all roads. Low insurance rate.

Members of N. F. W. A.—O. A. C. H.—O. W. A.

## AKRON, OHIO

Agent for Allied Van Lines, Inc.

**The KNICKERBOCKER**

WAREHOUSE &amp; STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise  
Fireproof Warehouse—Local and long distance moving.

## CANTON, OHIO

MEMBER: A.C.W. — May.W.A.  
A.W.A.—O.F.A.A.—O.W.A.**CANTON STORAGE, Inc.**

FOURTH AND CHERRY N.E.

MEMBER

New York City Representative:  
MR. J. W. TERREPORTE  
184 Park Avenue  
Telephone: Plaza 3-1235Chicago Representative:  
MR. W. H. EDDY  
83 W. Jackson Blvd.  
Telephone: Harrison 1484**merchandise, household  
goods cold storage**U. S. Customs and Internal Revenue Bonded  
Warehouse No. 7

Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.

## CINCINNATI, OHIO

**THE BALTIMORE AND OHIO WAREHOUSE CO.**

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at Sixth and Barmiller Sts. Special room for storage of semi-perishable goods: Nuts, Dried Fruits, Etc., etc., where a low temperature is maintained. Special attention given to rehooking in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring cellar storage.

Address: Second and Smith Sts.  
Consign via BALTIMORE AND OHIO RAILROAD

## CINCINNATI, OHIO

**Consolidated Trucking, Inc.**  
Local and Long Distance Trucking  
—Storage

N. W. Corner Pearl and Plum

Merchandise Storage Pool Cars  
Penn. R.R. Siding Inter-City Truck Depot

## CINCINNATI, OHIO

MEMBER

**The "A" Naish Moving and Storage Co.**  
3211 Madison Road, Cincinnati, Ohio

Two Household Goods Warehouses of Fireproof Construction, 40,750 Sq. Ft. Consign Shipments to Oakley Sts. of B.&amp;O. Distribution of Pool Cars. Transfers Household Goods. Cargo Insurance.

Member of May WA—OFWA—OACH—CinVOW

## CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE  
—WITHOUT THE OVERHEAD**Modern — Efficient — Responsible****EVERY DISTRIBUTION AND  
WAREHOUSING SERVICE  
KNOWN TO THE TRADE****CINCINNATI TERMINAL WAREHOUSES, INC.**

U. S. General Bonded Warehouse Number 1

Parkway 8070

Cincinnati, O.

(Continued from page 87)

to control individual, particular phases of the problem of industry control."

The report of the transportation committee, presented by Frank E. Fregeau, Duluth, told of a series of efforts made to bring about a reduction in the freight rates on apples and pears moving from the Pacific Northwest to Atlantic ports for export, and it mentioned proposals now pending before carrier freight bureaus involving storage-in-transit charges on perishable commodities. Reference was made also to the "Car Icing Case," I.C.C. Docket 20,769.

Another interesting presentation was one illustrated by charts and delivered by William Broxton, of the Bureau of Agricultural Economics, United States Department of Agriculture, who directed attention to the growth of refrigerated storage space by regions in the principal cities of the country over a period of years and the growth of such space in the apple-producing areas, including New York, Virginia and Washington.

The percentage of increase in plants in the cities over a 15-year period showed the biggest gains in Kansas City, Kan., and Mo., Dallas, Fort Worth, Detroit, Pittsburgh, Los Angeles and Portland, Ore. Decreases were shown in Boston, Chicago and Rochester, N. Y. The smallest gain was in Buffalo.

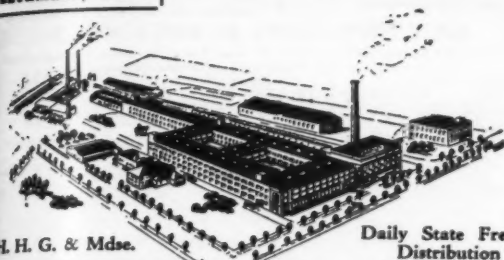
Frank J. Roos, Davenport, who spoke on the subject of refrigerated locker plants, told of the development of this type of warehouse in his home State in recent years. There were 52 systems in operation in Iowa last year. The first was developed four years ago in Sioux City. The cost of each locker ranges from \$5 to \$6. Rentals are \$9 per year or 75 cents per month.

Vallee O. Appel, Chicago, read a paper titled "Relation of Increased Operating Costs to Cold Storage Rates" in which he brought out that while no reduction had been possible on the principal items of costs, as depreciation, fixed charges, power bills and labor, taxes

(Continued on page 91)

coming economic trends. A sales manager writes, "In line with your stories on the industries

CLEVELAND, OHIO



H. H. G. & Mds.

Daily State Freight Distribution

**BRAMLEY STORAGE CO.**

A Storage House of Distinction

Railroad Siding, Low Insurance Rates, Sprinkler System and Steam Heated C.F.W.A. O.W.A.

CLEVELAND, OHIO

**BRITTEN TERMINAL Inc.**



Merchandise Storage & Distribution. Lowest Insurance Rates. Covered Rail & Truck Docks. Operate Own Truck Equipment. Pool Car Distribution.

2775 PITTSBURGH AV.

Telephone PRospect 2970



CLEVELAND, OHIO



**Distribution Terminal Warehouse Company**

Central Viaduct and West 14th St.  
Cleveland, Ohio

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

CLEVELAND, OHIO

"A WAREHOUSE IS ONLY AS GOOD AS ITS PERSONNEL"

To insure good service use

**THE GREELEY-GENERAL WAREHOUSE CO.**

LOCATED IN THE NEW YORK CENTRAL FREIGHT TERMINAL AT BROADWAY AND E. 15th ST.

CLEVELAND, OHIO

**LEDERER TERMINALS**

... HAVE SOMETHING IN STORE for you ...

THREE GREAT WAREHOUSE LOCATIONS

GENERAL OFFICE, 1531 W. 25th ST.

CLEVELAND, OHIO

**DIRECT FROM FREIGHT CARS**



SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.



**LINCOLN STORAGE**

W. R. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

CLEVELAND, OHIO

A WAREHOUSE IN EACH MAJOR SECTION OF THE CITY GIVES

**ADVANTAGES**

of special Storage Facilities . . . Low Insurance Rates . . . Quick Deliveries.



Exclusive Agent:  
Greater Cleveland  
for Aero-Mayflower  
Transit Co.

The **NEAL**  
STORAGE COMPANY  
CLEVELAND OHIO

CLEVELAND, OHIO

MERCHANDISE STORAGE  
POOL-CAR DISTRIBUTION  
HEATED LIQUOR STORAGE  
CUSTOMS BONDED WAREHOUSE  
LEASE SPACE



"In THE HEART OF CLEVELAND"

A MODERN, FIRE-PROOF STRUCTURE WITH ENCLOSED DOCKS. N.Y.C. SIDING WITHIN BUILDING

**THE OTIS TERMINAL WAREHOUSE CO.**

1300-38 W. NINTH ST. CLEVELAND, OHIO  
U. S. GENERAL BONDED WAREHOUSE No. 4

ATTENTION  
WAREHOUSEMEN

Just as surely as you are now reading this small announcement, so are hundreds of your prospects reading it. Do you know how little this space costs?

in various states, can't you carry this a little farther to include the raw materials purchased by



## CLEVELAND, OHIO

## Facilities, Service and Security

Merchandise Storage and Distribution . . .  
Fireproof Buildings . . . A.D.T. Service . . .  
Low insurance rates . . . Convenient locations  
. . . United States Custom Bonded . . . Fumi-  
gation if desired . . . Pool car distribution.

### RAILWAY WAREHOUSES INC.

3450 CROTON, S.E. CLEVELAND, OHIO

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
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### Cover OHIO from Columbus

Modern warehouses and bonded storage facilities. A.D.T. Sys-  
tem. Private double track siding. Receiving floor at car level.  
Shipping floors at truck level. Free switching from all railroads.

### Columbus Terminal Warehouse Company

55-85 Terminal Way Columbus, Ohio  
Established in 1882

## COLUMBUS, OHIO

Member of Ohio Warehousemen's Association

### COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF  
CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES  
228 West Broad St., Columbus, Ohio

## COLUMBUS, OHIO

CHAS. F. COHAGAN, PRES.  
IDEALLY LOCATED

COLUMBUS: — In the  
Center of Ohio.  
THE MERCHANDISE  
WAREHOUSE CO.: —  
In the Center of Co-  
lumbus.

SERVICE: — That  
means more business  
for you at less ex-  
pense.  
Let us serve you at  
Columbus.

PRIVATE SIDING ON  
N. Y. CENT. RY.  
U. S. Customs Bonded



The Merchandise Warehouse Co.  
370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

## COLUMBUS, OHIO

MERCHANDISE STORAGE  
and DISTRIBUTION

FIRE  
PROOF



THE NEILSTON STORAGE CO.

LOW  
INSURANCE

## COLUMBUS, OHIO

Consign Your Household Goods Shipments to

### DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel  
and Concrete Warehouse—Private Siding



EDWARDS TRANSFER AND STORAGE CO.  
426 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

## DAYTON, OHIO

THOS. F. LARKIN

### WAREHOUSE & CARTAGE COMPANY

925 East First Street

Whse. (MDSE) Steel; private siding on Erie R.R. Free switching  
from all other lines. Dist. Mdse. Pool Cars. City delivery of  
Mdse. Motor truck service.

## MARION, OHIO

### MERCHANTS TRANSFER & STORAGE CO.

180 East Mill St., Marion, Ohio

Strictly Fireproof warehouse for Merchandise and Household  
Goods. Lease Space. Cold Storage, Private Siding into ware-  
house. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

## MARION, OHIO

G. A. WRIGHT, Pres. & Mgr.

### WRIGHT

### TRANSFER & STORAGE CO.

EST. 1889

### MERCHANDISE—HOUSEHOLD GOODS

Wright Service to Meet Your Requirements.

Member of N.F.W.A.—O.W.A.—A.V.L.—O.F.W.A.



## SPRINGFIELD, OHIO

MEMBER



### WAGNERS SERVICE, INC.

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for  
the storage and distribution of Household Goods and Mer-  
chandise—Motor Freight Service—Door to door delivery at  
Dayton, Springfield and Columbus daily.

Member of A. W. A.

## TOLEDO, OHIO

### The RATHBUN CARTAGE CO.

2941-2951 MONROE STREET

"Rathbun" is fully equipped to efficiently handle your merchandise  
and household warehousing needs in Toledo. . . . Moving, packing,  
shipping, storing. . . . Riggers and machinery movers. . . . POOL  
CARS SOLICITED. . . . Local & Long Distance Moving.

Member O.F.W.A.—O.W.A.

## TOLEDO, OHIO

"QUICK SHIPPERS"

### TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribu-  
tion . . . Fireproof . . . Private siding Nickel  
Plate Road . . . Free switching . . . Negotia-  
ble receipts . . . Transit storage arrange-  
ments . . . Motor truck service . . . Located in  
jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehousemen's Association  
Ohio Warehousemen's Association  
Toledo Chamber of Commerce

these industries. It is true that most of us have information concerning our own industries

TOLEDO, OHIO

HERE IS REAL  
WAREHOUSE SERVICE



Every Known Modern Warehouse Facility

U. S. GENERAL BONDED WAREHOUSE NO. 6

U. S. CUSTOM BONDED

**GREAT LAKES**

**TERMINAL WAREHOUSE CO.**

321-359 MORRIS ST.

TOLEDO, OHIO

Private Siding B.&O. and N.Y.C. R.R.'s  
TOLEDO'S LARGEST—FINANCIALLY  
RESPONSIBLE—WAREHOUSE

YOUNGSTOWN, OHIO

1887

1937

WHEN MOVING EMPLOYEES TO OR FROM

YOUNGSTOWN, OHIO

CONSULT

**THE WM. HERBERT & SON CO.**

646 MARKET ST.

"Over 50 Years of Dependable Service"

OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.

**Commercial Warehouse Co.**

50,000 sq. ft. for Exclusive Merchandise Storage  
Pool Car Distributors

Free Switching

14c. Insurance rate

OKLA. CITY, OKLA.

Established 1889

**O. K. Transfer & Storage Co.**

General Warehousing and Distribution



**MOTOR  
TRUCKS  
& TEAMING**

**HOUSEHOLD  
GOODS**

**MERCHANDISE**

MEMBERS  
NFWA, AWA,  
Dist. Service, Inc.

OKLAHOMA CITY, OKLA.

Member of A.W.A.—S.W.A.

Bonded Under State Law

**Oklahoma Bonded Warehouse Company**

Merchandise Warehousing

Pool Car Distribution

Free Switching  
Private Truckage  
P. O. Box 1222

Represented by  
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO  
11 WEST 43RD ST. DENN 6-0046 1523 NEWBERRY AVE. MONSIEUR

50,000 Sq. Ft.  
Floor Space  
Fireproof

OKLAHOMA CITY, OKLA.

**THE PUBLIC WAREHOUSE COMPANY, INC.**

1-9 Northwest First Street, Oklahoma City, Oklahoma

**MERCHANDISE STORAGE—COOLER ROOMS**

**POOL CAR DISTRIBUTION**

Brick and Concrete Construction Building. Strictly Fireproof—Auto-  
matic Sprinkler System. Insurance Rate 14.7c. Santa Fe Siding Con-  
veniently located in Downtown Industrial and Retail districts.

OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Mer-  
chandise and Household Goods  
Automatic Sprinkler System  
Office and Warehouse  
300-315 East Grand Avenue

We Solicit Your Accounts for  
Transfer and Storage  
Members of American  
and National Warehousemen's  
Associations

TULSA, OKLA.

**FEDERAL STORAGE & VAN CO., INC.**

**MERCHANDISE STORAGE &  
DISTRIBUTION**

Punctual Service & Remittances

Centrally Located—Low Fire Rates

(Continued from page 88)

increased to such a point that the industry faced an additional burden in 1937 of more than \$500,000, and approximately \$650,000 in 1938. He said his own company must reserve for taxes approximately 10 per cent of its gross income.

Mr. Appel declared labor must be paid more, and that the industry faced minimum wage scales ranging from 40 cents an hour up to 75 for common labor, and for operating engineers from 42 cents to \$1.10 per hour. These diverse wage scales were all out of proportion, he declared, and for the sake of argument, if the warehouse with a 42-cent rate minimum should consider raising its basis half way between the prevailing figure and the 75-cent per hour basis, the increase would approximate 50%. Assuming that increases would not be confined to the minimum scale alone but quite logically to better paid employees, the additional cost in wages to the warehouses with the lowest scale would run into the hundreds of thousands of dollars; by a similar computation for the industry as a whole, the added cost would figure into the millions. "The money for this additional burden," said Mr. Appel, "must be secured somewhere, somehow." He concluded that the answer was obvious—higher rates.

Chester B. Carruth, New York City, an expert accountant who has made a study of warehousing costs over a period of years, read an informative paper, "Observations on Systematic Cost Accounting as Applying to Refrigerated Warehousing." He pointed out a number of observations made in his study of cost allocation practices in the cold storage industry that were, he said, obviously impractical. In some cases the consequent net operating income was about 2½ times the amount required to take care of bond interest, bond amortization, taxes, etc. Furthermore, the resultant level of storage rates was so high as to be deemed absolutely prohibitive.

(Concluded on page 92)

but a live wire warehouseman recently awakened me to the fact that the information I have is

## TULSA, OKLA.

## Joe Hodges Fireproof Warehouse

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

## KLAMATH FALLS, ORE.

Established 1926

## Klamath Falls Transfer &amp; Storage Co.

400 KLAMATH AVE.

Merchandise and Household Goods Warehouse

Hollow Tile Construction 9,600 sq. ft. Investment \$8,000. Consign shipments via G. N.-S. P. Transfers Household Goods. Equipment 2 Trucks. Cargo Insurance.

Member of A. W. A.—Ore. W. A.

## PORTLAND, ORE.

## Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses

Licensed under the U. S. Warehouse Act

Merchandise, Storage and Distribution

Private Siding Free Switching Sprinklered

1132 N. W. GLISAN STREET



## PORTLAND, ORE.

## HOLMAN TRANSFER CO.

1306 N. W. HOYT STREET

General Merchandise Storage and Distribution

Private Siding All Railroads Entering Portland

Located in the center of wholesale and jobbing district.

POOL CAR DISTRIBUTION  
A SPECIALTY

Member A. W. A.—Amer. Chain.

Established 1964

## PORTLAND, ORE.

## OREGON TRANSFER COMPANY

Established 1848

1238 Northwest Glisan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSES

Merchandise Storage and Distribution

Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

## PORTLAND, ORE.

## MERCHANDISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments Via Water or Rail to us at our private Siding.

## PIHL TRANSFER &amp; STORAGE CO.

1231 N. W. Hoyt St.

Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

## PORTLAND, ORE.

COVER THE NORTHWEST  
THROUGH

## RUDIE WILHELM WHSE. CO., INC.

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System

Complete Facilities for Storage and Distribution  
of All Commodities

Agents: Universal Transcontinental Freight Service

## BETHLEHEM, PA.

200,000 CU. FT. COLD STORAGE  
200,000 CU. FT. DRY & HOUSEHOLD STORAGE

Lehigh and New England Terminal Warehouse Company  
15th Avenue, North of Broad Street, Bethlehem, Pa.

Serving ALLENTOWN, BETHLEHEM, AND EASTON. Private Siding. LEHIGH & NEW ENGLAND R. R.

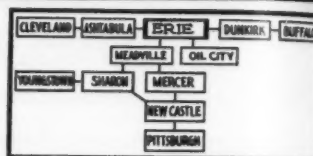
## ERIE, PA.

THE ERIE  
STORAGE  
& CARTING  
COMPANY

1502 SASSAFRAS ST., ERIE, PA.

Trackage on New York Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of merchandise and household goods. Branch house service for manufacturers. Pool cars distributed.

MEMBER: ALLIED VAN LINES — N.F.W.A.  
P.F.W.A.—Rotary and Kiwanis

THE IRWIN  
TRANSPORTATION  
COMPANY1502 Sassafras St.  
Erie, Pa.

Overnight service  
on merchandise to  
all of the above  
cities.

(Concluded from page 91)

Mr. Carruth touched on the routine for determining the extra cost of maintaining freezer storage space in contradistinction from cooler storage space, power house expense, and what should be done when refrigeration is manufactured not merely in connection with storage but also for consumption elsewhere through the medium of a street pipe line.

The personnel of the 1937 officers elected by the Association of Refrigerated Warehouses appears on page 17.

Big Increases in Cold Storage Space  
Is Revealed in Government Figures

COLD storage warehouse space for fruits and vegetables and other perishable commodities has increased enormously in the past fifteen years, biennial surveys of the Bureau of Agricultural Economics reveal. Refrigerated storage space as a whole has increased 52 per cent, and public warehouse space 56 per cent.

A total of 710,570,000 cubic feet was devoted to cold storage in 1935, the most recent year for which the Bureau has compiled information. Of this space, 303,206,000 cubic feet was in meat packing establishments. Approximately 102,000,000 cubic feet were devoted exclusively to apples.

During the 15 years, 1921-35 inclusive, cold storage space increased in all but three of 21 important terminal cities. The increase ranged from 662% in Kansas City to 5% in Buffalo. The increase amounted to nearly 550% in Dallas and Fort Worth combined, 257% in Detroit, 179% in Pittsburgh, 151% in Los Angeles, and 122% in Portland, Ore. Smaller increases were noted in Baltimore, St. Louis, Philadelphia, Cincinnati, Seattle, Milwaukee, Cleveland, San Francisco, Greater New York, Minneapolis, and St. Paul.

Information obtained by the Bureau on storage space (Concluded on page 94)

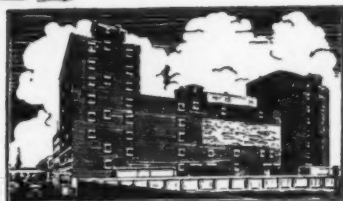
incomplete. He learned thru a conversation with a manufacturer for whom he distributes a



**HARRISBURG, PA.**

**Pool Cars**

Efficiently  
Handled  
Merchandise  
and  
Household  
Goods Storage



**HARRISBURG STORAGE CO.**

P. R. R. Sidings HARRISBURG, PA.  
American Warehousemen's Association, National Furniture  
Warehousemen's Association, Penna. Furniture Warehousemen's  
Association, American Chain of Warehouses

**LANCASTER, PA.**

**Keystone Express & Storage Co.**

STORAGE—DISTRIBUTORS—FORWARDERS  
Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

**LANCASTER, PA.**

**LANCASTER STORAGE CO.**

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,  
Forwarding  
Manufacturers' Distributors, Carload Distribution, Local  
and Long Distance Moving  
Members May. W.A.—F.F.W.A.

**HARRISBURG, PA.**

**KEYSTONE WAREHOUSE**

GENERAL MERCHANDISE STORAGE  
POOL CARS DISTRIBUTED  
BRICK BUILDING—LOW INSURANCE  
STORE DOOR DELIVERY ARRANGED FOR  
PENNA. R. R. SIDING  
OPERATED BY HARRISBURG WAREHOUSE CO.

**OIL CITY, PA.**

**CARNAHAN**

**Transfer and Storage**

The most reliable transfer in Venango County. Fireproof ware-  
house. Private rooms for furniture and pianos. General hauling.  
Overland hauling. Piano moving. Furniture packing a specialty.  
Forwarding agents

Members N. F. W. A.

**HAZLETON, PA.**

CHRIST N. KARN, Prop.

**KARN'S TRANSFER & STORAGE**

FIREPROOF STORAGE WAREHOUSE  
Household Goods Storage, Packing, Shipping  
Merchandise Storage and Distribution

Pool Cars Distributed. Local and Long Distance Hauling  
Members of Mayflower Warehousemen's Association

**PHILADELPHIA, PA.**

A responsible nation-wide moving service. Call upon  
us when transferring representatives any place in the  
United States, Canada or abroad.

**ATLAS STORAGE COMPANY**

Agent: ALLIED VAN LINES, INC.

ATLAS TRANSPORTATION COMPANY  
operating under tariffs filed with I.C.C.

4015 WALNUT STREET

Telephone: EVERGREEN 1290

Cable address: BOWLINGVAN

**PHILADELPHIA, PA.**



**22 Modern Warehouses in Business Centers of Philadelphia**

They are located right in the heart of the in-  
dustrial, wholesale and retail sections of Phila-  
delphia... with track connections to all railroads  
...and convenient to the big tidewater piers.

More than 1,000,000 sq. ft. of storage space,  
bonded and free, is available, with separate  
warehouses specializing in various types of com-  
modities.

Each building is modernly constructed, mod-

ernly equipped, adequately safeguarded and  
efficiently managed, and the service facilities  
provided include the handling of all business de-  
tail usually performed by a branch office, with  
the single exception of selling.

**SPECIAL BANKING SERVICE**

Customers find our banking service a great con-  
venience and a time-saver in the handling of  
bills-of-lading and loans on warehouse receipts.

**PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.**

GENERAL OFFICES AND BANKING HOUSE: 111-113 S. THIRD ST., PHILADELPHIA, PA.

John A. McCarthy, President  
Edward W. Oescher, Vice-Pres. & Treas.  
W. T. Justice, Vice-Pres. & Gen. Supt.  
S. H. McElroy, Assist. Secretary  
H. B. Higman, Assist. Gen. Supt.  
W. E. MacGregor, Assist. Gen. Supt.

New York: Geo. W. Perkins, 82 Beaver  
St. Telephone, Hanover 2-1954.  
J. W. Terrelorte, 250 Park Ave.  
Telephone, Plaza 3-1235.  
Chicago: W. H. Eddy, 53 W. Jackson  
Blvd. Telephone, Harrison 1496.

MEMBER  
American Chain of Warehouses  
American Warehousemen's Association  
(Merchandise Division)  
Pennsylvania Warehousemen's  
Association



finished product that that manufacturer could use our product in his fabrication process. That

## The DIRECT Entry to Eastern Markets

13 modern warehouses. 68 acres of floor space with facilities for handling merchandise of every kind. Strategically located in the center of the wholesale district with direct connections with Pennsylvania Railroad and Reading Railroad. Completely equipped pool car departments. No cartage expense on l.c.l. rail shipments.

### TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount  
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986  
625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461  
219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at  
Strategic Distribution Centers



#### Motor Truck Service

We own and operate a fleet of motor trucks to provide "Store Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next morning" delivery anywhere within the area shown in the above map.

#### PHILADELPHIA, PA.

Est. over 50 years.

### FENTON STORAGE CO.

Absolutely Fireproof 46th and Girard Ave.

Cable Address "Fenco"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

#### PHILADELPHIA, PA.

### Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

#### PHILADELPHIA, PA.

### GALLAGHER'S WAREHOUSES

Executive Offices—708 So. Delaware Ave.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.  
Company owns fleet of motor trucks for city and suburban deliveries

#### PHILADELPHIA, PA.

BUELL G. MILLER, President



### MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member M.W.A., P.M.T.A., C.F.M.A. of Pa.

(Concluded from page 92)

for apples revealed large increases in some States during the same period.

Virginia increased its storage space 216% during this period, and its apple holdings in cold storage increased from 2% of the United States total to 12.9%.

Cold storage space for apples in New York increased by 32%, but the amount stored was reduced from 25.1% of the United States holdings in 1921 to 13.7% in 1935. There was practically no change in Massachusetts.

Space in Pennsylvania increased 126%. In 1921, 2.9% of the apple holdings were held in this State, whereas by 1935 they had increased to 4.7% of the total stocks.

The greatest percentage of storage space increase has been in the State of Washington, where in 1921 there were 5,216,000 cubic feet in public warehouses and in 1935, 22,544,000 cubic feet, or an increase of 332%. In 1921 Washington held less than 10% of the Nation's apple stocks; in 1935 it had more than 30%.

Cold storage plants other than public warehouses exist to a much greater extent in Washington than in any other apple-producing area. Storage space in that State, exclusive of meat-packing plants, totals more than 52,000,000 cubic feet, or approximately 12% of all refrigerated warehouse space in the United States. A feature of the situation is that about 90% of the space is outside of the larger cities, whereas in other States the greater percentage is in the terminal cities. In Illinois, for example, 93% is in Chicago.

#### Plummer Rejoins Houston Firm

H. B. Plummer, recently with Merchants Warehouse Company, Philadelphia, has returned to Houston to become executive head of Houston Terminal Warehouse & Cold Storage Company, of which he was one of the organizers in 1927.

In 1932 Mr. Plummer removed to Los Angeles, where he was connected with Davies Warehouse Company for a few years before joining Merchants in Philadelphia.

manufacturer was in a city so far removed from the warehouseman in question that he per-

## PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

Thomas White

Owner and Manager

**WHITE TERMINAL CO.**

16th-17th and PIKE STS.

IN THE HEART  
OF THE  
PITTSBURGH  
JOBGING  
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS**

(100% Mack Equipment)

## Distribution of Bower's Ammonia

(Continued from page 9)

steel cylinders when on consignment in their care. A mimeographed copy outlining this system is presented to each when the company first contacts them. This outline covers the following points:

Shipment from Factory to Warehousemen's Stock; Order Blanks; Shipments from Warehousemen's stock to Customers; Collection of Empty Cylinders; Deposit on Cylinders; Conditions Covering Return on Deposit; Credits; General (information to clarify the system's working); and Price of Anhydrous Ammonia.

Reviewing the substance of these different points with the exception of those covering deposit on cylinders and price of anhydrous ammonia, we have the following:

*Shipments from Factory to Warehousemen's Stock.* A packing list, or stock consignment form, containing the serial number of the cylinders, as well as the gross, tare and net weights, is forwarded to the warehouseman each time the company forwards stock. Reference already has been made to the three sizes of cylinders—"Jumbo," "Standard" and "Small." The warehouseman is informed that in the event he receives an order or a wire from the company, or from a customer, to deliver cylinders of various capacities, the foregoing designations, familiar in the trade, may be used instead of the figures denoting capacities of the cylinders.

In using the packing list, or stock consignment form, it is stamped in red, giving the date on which the cylinder is shipped or delivered, besides its serial number, to denote that it has left the warehouse. This stamping, of course, is done before the cylinder leaves. In addition,

(Continued on page 96)

sonally could not handle the distribution for us, but he took the trouble to tip me off anyway.

## PITTSBURGH, PA.

**DUQUESNE WAREHOUSE CO.**

Office: Duquesne Way and Barbeau St.  
Merchandise Storage & Distribution

Members A. W. A.

## PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses

Sprinkler Protected

Distributors

Penn. R. R. Siding

**Kirby Transfer & Storage Co.**

2538 Smallman St.

Pittsburgh, Pa.

## SCRANTON, PA.

R. F. POST

**DRAYMAN & STORAGE WAREHOUSE**

221 Vine St.

HOUSEHOLD STORAGE

POOL CARS

MERCHANDISE STORAGE

PACKING

LOCAL AND LONG DISTANCE MOVING

PRIVATE SIDING, D. L. &amp; W. R. R.

## SCRANTON, PA.

**The Quackenbush Warehouse Co.**

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS

STORAGE POOL CAR DISTRIBUTION

D L &amp; W and D &amp; H Sidings

Member of Allied Distribution, Inc.



## UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

**KEYSTONE TRANSFER CO.**

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED

LONG DISTANCE MOVING

Private Siding B. &amp; O. R.R.

## WILKES-BARRE, PA.

**WILKES-BARRE STORAGE CO.**

General Storage and Distribution

Prompt and Efficient Service

Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

## WILLIAMSPORT, PA.

**WILLIAMSPORT STORAGE CO.**

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE AND DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

80-90 Dudley St.

Member National Furniture Warehousemen's Assn.

Agent for Allied Van Lines, Inc.





## PROVIDENCE, R. I.

**Terminal Warehouse Company of R. I., Inc.**  
Storage all kinds of General Merchandise, Pool Car  
Distribution. Lowest Insurance.Trackage facilities 50 cars. Dockage facilities on  
deep water.

Shipping directions South Providence, R. I.

## CHARLESTON, S. C.

**Charleston Warehouse and Forwarding Corp.**Merchandise Storage and  
Distribution of Pool CarsModern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

## GREENVILLE, S. C.

*"The Heart of the Piedmont"***TEXTILE WAREHOUSE CO.**

Est. 1923

511-13-15 Rhett St.

**GENERAL MERCHANDISE—H.H.G. STORAGE**

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

## KNOXVILLE, TENN.

**FIREPROOF STORAGE & VAN COMPANY, Inc.**

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments  
per annum. solicited. Prompt remittance  
Pool Cars distributed. made.MEMBERS American Warehousemen's Ass'n  
PROMPT AND EFFICIENT SERVICE

## KNOXVILLE, TENN.

J. E. Dupes, Pres. &amp; Gen. Mgr.—E. V. Bruce, Asst. Treas.

**Rowe Transfer & Storage Co.**

416-426 N. Broadway

Household Goods and Merchandise Storage and  
Distribution. Pool Car Distribution.  
Fireproof Warehouse. Low Insurance.Agent, Aero Mayflower Transit Company  
Member, Mayflower Warehousemen's Association

## MEMPHIS, TENN.

S. S. DENT, Pres.

**General Whse. & Dist. Co.**

435 So. Front St.

*"Good housekeeping, accurate records,  
Personal Service"*  
Located in the center of the Jobbing &  
Wholesale DistrictSprinklered Low Insurance  
Private R. R. siding Perfect service

## MEMPHIS, TENN.

L. E. McKNIGHT, Pres.

**OUR CUSTOMERS**ARE THE BEST ADS WE HAVE, BE-  
FORE SETTLING IN MEMPHIS. LET  
US GIVE YOU THEIR NAMES.**MERCHANTS**

WAREHOUSE CO., Inc.

Member, Associated Warehouses, Inc.

(Continued from page 95)

tion, the packing list gives the name of carrier, as well as the name and address of consignee, with date of forwarding packing list, with consignment to warehouse.

**Order Blanks.** These forms are written in duplicate by the warehouseman, one copy being retained in the warehouse files and the other mailed to the home office. An order blank gives order number, date, name of person or concern ordering; destination of order, including name and address of delivery; name of carrier; list of commodities ordered; and signature of person receiving order.

**Shipments from Warehouse Stock.** When a shipment is made from warehouse stock to a customer located in the warehouseman's city, a delivery receipt is used. This form is written in triplicate, one copy being retained in the warehouseman's files; the original, signed by the customer, is mailed to the home office, and the third copy is retained by the customer. It is emphasized that delivery receipts are to be used when making deliveries in the warehouseman's city. The form has entry space for date, name of commodity, to whom delivered, and where; by what carrier sent; and cylinder number, as well as gross, tare and net. On the back of this form are printed the sales conditions, failure to comply with which relieves the Bower company from all liability in the transaction.

When making shipment from stock to customers located outside the warehouseman's city, the shipment goes forward "freight charges collect" unless otherwise specifically requested. A uniform straight bill of lading, such as prescribed by the ICC, is used in this case and is written in quadruplicate. These bills are printed in sets of three, consisting of the original, the memorandum, and the shipping order. So that the warehouseman may have a copy of this bill for his file, he must make an additional memorandum copy. The transportation company signs the original and as many memorandums as the warehouseman desires, while the transportation company retains that form marked "Shipping Order." The warehouseman forwards the original and one memorandum copy of the bill of lading signed by the transportation company, to the home office.

To each cylinder leaving the Philadelphia factory is attached a paper tag bearing the serial number of the cylinder, as well as the weights. On the back of this tag are full directions for emptying the container.

On shipments of full cylinders from the warehouseman's stock to points outside his city, a green paper tag, or label as it is designated, is attached, bearing name of consignee. It is unnecessary to attach this label when the warehouseman is making deliveries within his city. When an empty cylinder is returned, the label is torn off along a perforated line, leaving the top part attached to the container; but when a full cylinder is shipped, the lower stub is not detached, although the address thereon is defaced. The reverse of this label gives precautionary directions as to handling the full cylinder.

A small form in the shape of a slip is used for recording requests to the warehouseman to collect empty cylinders from customers in his city.

It bears the date, as well as name and address of the one making the request. This form is written in triplicate; one copy is held in warehouseman's file until cylinder is received by him, the second copy goes to drayman so latter may know location of cylinder, and the third copy is forwarded to home office for record. The warehouseman instructs drayman to place serial number, of cylinder he collects, on back of this form and return it to warehouseman.

The company prefers to have empty cylinders returned to Philadelphia in lots of two or more, to eliminate necessity of paying a minimum charge on each shipment, although warehousemen are cautioned not to hold cylinders too long, as customers would be asking

(Continued on page 99)

*I call that real service, and I am frank to say that too many warehousemen with whom I have*

MEMPHIS, TENN.

Established 1856

**PATTERSON TRANSFER COMPANY**



New River and Rail Terminal Warehouse. Merchandise Storage and Pool Car Distribution. Lowest Insurance Rates—\$1.10 per \$1,000.00 per Annum. Bonded Agents of all Rail and Barge Lines. Let us serve you in the Mississippi Valley. Member of A.W.A. and A.C.W.

NASHVILLE, TENN.

ESTABLISHED 1886

**The PRICE-BASS CO.**

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest Insurance Spot Stock and Pool Car Distribution — Private Siding — Free Switching Motor Truck Service.

MEMPHIS, TENN.

Pres. J. H. POSTON  
Secy. and Treas. W. H. DEARING

**JOHN H. POSTON  
STORAGE WAREHOUSES**

INCORPORATED

671 to 679 South Main St.

Established 1894

Insurance Rate \$1.26 per \$1,000 per Annum

DISTRIBUTION A SPECIALTY

AMARILLO, TEXAS

WM. C. BOYCE J. A. RUSH

**Armstrong Transfer & Storage Co., Inc.**

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and Distributing Company.

Member Mayflower W. A.—Amarillo Warehousemen's Association—American Chain of Warehouses




MEMPHIS, TENN.

"SERVICE"

**ROSE WAREHOUSE CO.**

2-4 East and 2-12 West Calhoun Avenue, Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"

BEAUMONT, TEXAS

**GARDNER'S**

**BEAUMONT TRANSFER & STORAGE COMPANY**

Est. 1895 1101 CROCKETT STREET

GENERAL MERCHANDISE—H.H. GOODS STORAGE

POOL CAR DISTRIBUTION

PRIVATE SIDING—FREE SWITCHING

NASHVILLE, TENN.

124 First Avenue, N.  
Phone 5-4153



**BOND-CHADWELL CO.**

MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE

RIVER, RAIL AND TRUCK TERMINAL

Household Storage, Local and Long Distance Moving

Fireproof Warehouses—Up-to-Date Equipment

AGENTS ALLIED VAN LINES, Inc.

CORPUS CHRISTI, TEX.

PERRY TUCKER ESTAB. 1898

**Corpus Christi Transfer Co., Inc.**


DISTRIBUTORS OF MERCHANDISE

VIA RAIL, TRUCK OR WATER

BONDED WAREHOUSES

Post Office Box 123 Phone 123

Members M.W.A.—S.W.T.A.—T.M.T.A.



CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice-Pres.  
May Crocker—Sec. & Treas.

**CROCKER  
TRANSFER AND STORAGE CO., Inc.**

Established 1912

Distribution Pool Cars or Boat Shipments

Merchandise & Household Goods

Storage—Drayage—Crating

Members—A.W.A. N.F.W.A. S.W.T.A. A.C.W.

Agent for Allied Van Lines, Inc.

NASHVILLE, TENN.

521 Eighth Ave., So.

**Central Van & Storage Co**

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

**AMERICAN  
TRANSFER & STORAGE CO.**

BONDED FIREPROOF WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION LOCAL DRAYAGE

K. K. MEISENBACH JACK ORR

NASHVILLE, TENN.

**Nashville Warehousing Co.**

GENERAL STORAGE

POOL CAR DISTRIBUTION



FREE SWITCHING—CITY TRUCKING

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

With three warehouses having a total of 180,000 square feet of floor space; with our private side and free switching to Dallas' eleven Trunk Line Railroads—in Dallas, Binyon-O'Keefe is best prepared to serve you.

For 60 Years **BINYON-O'KEEFE** For 60 Years  
Fireproof Storage Co.  
Dallas  
Associated with Distribution Service, Inc.

## DALLAS, TEXAS.

E. D. Balcorn (Established 1875) Gus K. Weathered

**DALLAS TRANSFER AND  
TERMINAL WAREHOUSE CO.**Second Unit Santa Fe Building  
Dallas, TexasModern Fireproof  
Construction—  
Office, Display,  
Manufacturers, and  
Warehouse SpaceOperators of Lone Star Package Car Company  
(Dallas Division). Daily service via rail from St. Louis  
and C.F.A. territory to all Texas points.  
Semi-weekly service via Morgan Steamship Line from New York and Seaboard  
territory to all Texas points. H & N T Motor Freight Line, serving South,  
Central, North Texas and Oklahoma.MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses  
Southwest Warehouse & Transfermen's Assn. Rotary Club

## DALLAS, TEXAS

**Dallas-Trinity Warehouse Company**  
"Courtesy With Unexcelled Service"  
Complete Warehousing

R. E. Abernathy, Pres.

3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co. Also Corsicana-Trinity Warehouse Co.  
Ft. Worth, Texas Corsicana, Texas  
Member of A.W.A.—S.W.A.

## DALLAS, TEXAS

**The Interstate  
Fireproof Storage  
& Transfer Co.**301 North Market St.  
Merchandise Storage and  
Distribution.Household Goods Storage, Moving &  
Packing—Long Distance Hauling  
Associate Managers

W. I. Ford

R. E. Eagon



## DALLAS, TEXAS

**SPECIALIZING**MERCHANDISE STORAGE  
POOL-CAR DISTRIBUTIONSERVING THE GREAT  
SOUTHWEST AREAEVERY ACCOUNT IS  
PERSONALLY SUPERVISED  
BY THE MANAGEMENT.**KOON-McNATT STORAGE & TRANSFER CO.**  
911 MARION ST.CONTRACT OPERATORS FOR ALL RAIL LINES AND  
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY  
Over 10,000,000 Pounds of Freight Handled Monthly for Dallas Shippers

## DALLAS, TEXAS

A Complete Merchandise Warehouse  
ServiceCOLD STORAGE—MERCHANDISE STORAGE  
YARD STORAGE—RENTALS**MORGAN WAREHOUSE and COMMERCIAL COMPANY**Houston Street at McKinney Avenue. 1917 North Houston Street.  
703 McKinney Avenue, Dallas, Texas.The business address of a number of the largest manufacturers in the world. A  
splendid modern plant. A strategic distribution center. A highly specialized  
organization placing at your command the finest SERVICE that skill and willing-  
ness can offer.

## FORT WORTH, TEXAS

**In Fort Worth It's Binyon-O'Keefe**With three warehouses having a total of 250,000 square feet of floor space; with an  
private side and free switching to Fort Worth's eleven Trunk Line Railroads—in  
Fort Worth, Binyon-O'Keefe is best prepared to serve you.For 60  
Years**BINYON-O'KEEFE**  
Fireproof Storage Co.For 60  
Years

Associated with Distribution Service, Inc.

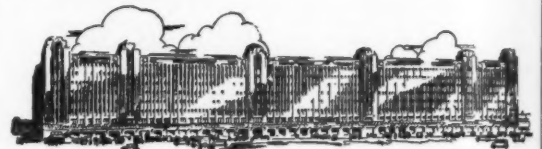
## FORT WORTH, TEXAS

**Storage, Cartage, Pool Car Distribution****O. K. Warehouse Company, Inc.**

255 W. 15th St.

Fort Worth, Tex.

## FORT WORTH, TEXAS

**The Southwest's Finest Warehouse**  
**MERCHANDISE STORAGE**  
**POOL CAR DISTRIBUTION, OFFICE DISPLAY**  
**AND WAREHOUSE SPACE**  
**Texas and Pacific**  
**Terminal Warehouse Co.**

## HARLINGEN, TEXAS

**Jones Transfer & Storage Co., Inc.**Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.  
Merchandise storage—pool car distribution, daily motor freight line.  
Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

## HOUSTON, TEXAS

**HOUSTON CENTRAL WAREHOUSE CO.**ALL MODERN FACILITIES FOR EFFICIENT  
WAREHOUSING AND DISTRIBUTION OF MERCHANDISE  
HOUSTON'S MOST CENTRALLY LOCATED.New York Rep.  
ALLIED DIST., INC.  
Phone: Penn. 6-0968Chicago Rep.  
ALLIED DIST., INC.  
Phone: MON. 5531

## HOUSTON, TEXAS

**HOUSTON PORT WAREHOUSE CO.****Merchandise Storage & Pool Car Distribution**Operating three hundred truck units serving Texas, Oklahoma,  
Louisiana, and Arkansas. Full cargo insurance.

## HOUSTON, TEXAS

**Houston Terminal Warehouse & Cold Storage Company**General Storage Cold Storage U. S. Custom Bonded  
Pool Car Distribution  
Office Space Display Space Parking Space  
Lowest Insurance RateNew York Representative  
Phone Plaza 3-1235Chicago Representative  
Phone Harrison 1496

know or should know something about the industrial life of their own communities and they



(Continued from page 96)

for a credit to which they are entitled, especially when they have placed a deposit on the cylinders.

When returning empty cylinders to Philadelphia, warehouseman is asked to use a bill of lading form designated for such use and state thereon that the "empties" are returned with caps attached. When warehouseman forwards to company the original bill of lading representing shipments he is making, he is expected to inform company as to name of customer from whom cylinder was received, as well as serial number. This information can be taken by warehouseman from the slip or from request for collection-of-empty cylinders form the drayman has returned to him. Empty cylinders are returned to the company "charges collect," as stated in bill of lading.

**Credits.** When the company forwards the "Outline of System for Handling Anhydrous Ammonia in Steel Cylinders" to the warehouseman, it informs him therein that the credit manager is preparing a regular terms list for him. Warehouseman is notified that as soon as it has been completed, a copy will be sent to him; and he is directed, when receiving an order for a customer not on this list, to wire home office for instructions, offering any references customer may give, so that on future purchases the house will know definitely whether deliveries may be made on open account, or whether he should be continued on a c.o.d. basis.

**General.** In the Bower company's attempt to make itself clear to the warehouseman, it offers this further explanation with example: A customer, for instance, telephones an order to the warehouseman for one small, or 50-lb., cylinder of anhydrous ammonia. The warehouseman's clerk receiving this order then fills out the order blank. If the order is received by mail or telegram, warehouseman is advised to treat it the same as a telephone order—that is, write it on the order blank, so warehouseman and home office may each have a copy.

The warehouseman next would write out either delivery receipt form or bill of lading marked "charges prepaid," whichever the case might call for, and insert serial number of cylinder to be delivered or shipped. Before cylinder leaves warehouse, a small date stamp is used, stamped on packing list alongside cylinder number designating gross, tare and net weights of cylinder. By following this procedure the warehouseman may help to eliminate errors.

### "Cylinder Record"

One reason why the company does not require the warehouse to report on company forms is because of this method of tagging every cylinder with its serial number, readily traceable through the office system described, in connection with a looseleaf "Cylinder Record" book wherein the home office records all such numbers. It is for this reason also that "short" and "damage" claims are reduced to a minimum. Hence it has not been necessary for the company to have any special understanding, on these problems, between itself and a warehouse.

When the company receives a report from a spot stock point, it records the invoice to the customer in the "Cylinder Record," in its proper numerical order; and when an empty cylinder is returned to the factory, its serial number is entered in this record. When the company ships cylinders to one of its spot stock warehouses, it enters in the "Cylinder Record" the serial numbers of all containers in that shipment. If, however, the warehouse should fail to report a delivery, the error would be detected as soon as the empty cylinder had been received at the home plant. Few packages go astray, and the Bower company is proud of this.

Each sheet of the "Cylinder Record" is divided into five major columns. In upper lefthand corner of margin of each sheet is entered the cylinder number to which it pertains, all such entries being kept in numerical order. The column headings, left to right, are:

(Continued on page 100)

should be thinking in terms of servicing their accounts whether they benefit directly or not.

### HOUSTON, TEXAS

#### PATRICK TRANSFER & STORAGE CO.

Shipside and Uptown Warehouses  
Merchandise Storage and Distribution  
Operators—Houston Division  
LONE STAR PACKAGE CAR CO.

1302 Nance St.

Houston, Texas

### HOUSTON, TEXAS

#### UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution  
— U. S. Customs Bonded —  
— Office Space —

New York Representatives:  
DISTRIBUTION SERVICE, INC.  
100 Broad Street

Chicago Representatives:  
DISTRIBUTION SERVICE, INC.  
219 E. North Water St.

Members A.W.A. and State and Local Associations.

### HOUSTON, TEXAS

IN HOUSTON

#### Westheimer Transfer and Storage Co., Inc.

Fifty-four Years of Dependable Service

SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY  
Benj. S. Hurwitz President Agent for Allied Van Lines, Inc. State and Local Assn.

### SAN ANTONIO, TEXAS

#### MERCHANTS TRANSFER & STORAGE CO. FIREPROOF BONDED WAREHOUSE

Complete Storage and Distribution Service

over 50 years of satisfactory service  
Member of A.W.A.—N.F.W.A.—S.W.A.

### SAN ANTONIO, TEXAS

#### Muegge-Jenull Warehouse Co. BONDED FIREPROOF

POOL CAR DISTRIBUTORS  
STORAGE AND DRAYAGE  
Dependable Service Since 1913

### SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

#### Scobey Fireproof Storage Co.

HOUSEHOLD . . . . . MERCHANDISE  
COLD STORAGE . . . . . CARTAGE  
DISTRIBUTION

INSURANCE RATE . . . . . 10c

Members of 4 Leading Associations

### SAN ANTONIO, TEXAS



#### SOUTHERN TRANSFER CO., INC. FIREPROOF BONDED STORAGE

U. S. Customs Bonded Warehouse—  
Cartman's Permit No. 1

### TYLER, TEXAS

#### EAST TEXAS TERMINAL WAREHOUSE CO., Inc.

Serving the World's Largest Oil Field  
and All of North and East Texas.

The highest type of BONDED Storage  
and Warehouse facilities.

POOL CAR DISTRIBUTION

Member—S.W.A.

415-17 N. College and Cottonbelt tracks.

## TYLER, TEXAS

## Tyler Warehouse and Storage Company

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

## WAGO, TEXAS

## TEXAS FIREPROOF STORAGE CO.

225-227 So. 11th St.

Modern Merchandise and Household Goods Storage  
 Free Switching, Eight-Car Private Siding.  
 Storage-in-Transit Privileges. Branch Office Facilities.  
 Pool Car Distribution. Household Goods Transferred.  
 Established 1923 R. B. Albaugh, Pres.  
 Member of AWA-NFWA-AVL-SWA-ACW

## WICHITA FALLS, TEXAS

## Wichita Falls Fireproof Warehouse

(Reinforced concrete)

Motor Freight Service to All Territory

Tarry Warehouse &amp; Storage Company, Inc.

Members { National Furn. Warehousemen's Assn.  
 Southwest Warehouse & Transferrers Assn.  
 See TYLER-TARRY-FAGG Co. Associated

## OGDEN, UTAH.

Member of A.W.A.

## WESTERN GATEWAY STORAGE CO.

Warehousing in all its branches

Precise and definite service at reasonable rates  
 Ogden is the largest railroad terminal in the Intermountain West. Considerable time can be saved in the distribution of pool cars through Ogden

## SALT LAKE CITY, UTAH

## CENTRAL WAREHOUSE

Fireproof

Sprinklered

Insurance rate 18c. Merchandise Storage. Pool Car Distribution. Office Facilities.

Member A. W. A.

## SALT LAKE CITY, UTAH

## DOOLY TERMINAL WAREHOUSE

"IT'S THE LOCATION"

213 So. First West St.

FACILITIES—55,000 sq. ft.; Slow burning, brick, steel and mill const.; Floor load 250 lbs.; Sprinkler sys.; A.D.T.; private watchman; Insurance rate, 18c. Interurban Electric siding; free switching from all R. R.'s.

SERVICE FEATURES—Bonded, Pool car distributors. Motor freight service. Storage; collections made and promptly paid; extending all services of a branch house except the actual selling. Free pick-up and delivery service from warehouse to transportation depots. Office space.

ADDITIONAL—Utah Warehousemen's Assn.  
 IDEALLY LOCATED—On the edge of Salt Lake's business and financial district and right in the center of the jobbing section—in the heart of all business activity, and the most desirable location in Salt Lake City.  
 Our negotiable receipts are accepted by banks as collateral against Merchandise stored in warehouse. Prompt delivery service.



**ATTENTION  
 NON-ADVERTISERS**

If your prospects knew how little this space costs, they would criticise you severely for not using it to tell them what they need to know about you—Ask us the price.

*My enthusiasm has gotten me off the original subject which is that your future directories*

(Continued from page 99)

"In Date"; entry here is made for the date empty cylinder was received at factory. "Filled Date"; this entry signifies when cylinder was filled at factory. "Date Shipped" is self-explanatory. "To Stock"; in this column is entered name of stock point city to which cylinder is sent. "Invoice Number" is self-explanatory.

The company keeps in close contact with its warehousemen and distributors, being in communication with each at least four times a week. Written communications are followed by calls from representatives. In its letters to warehousemen, for example, the company may be directing orders for shipment, as well as other details of the work. In the case of letters to distributors, the company may give information on new leads or outlets for its product.

Salesmen for the company are not required to be engineers or chemists; but in their routine trips they absorb considerable information of a practical nature which, when relayed to warehousemen or distributors, may aid in solving problems both mechanical and theoretical. Salesmen are expected to report to home office whenever conditions so indicate.

The company engages in no national advertising except in two trade publications reaching customers and prospects in the field of its particular industry. It is the company's belief that the appeal of direct solicitation through its salesmen, and the personal assistance they are able to render, count more heavily, because of the nature of its commodity, than would advertising of a more or less general character. However, the house supplies on request advertising literature in the form of booklets containing refrigeration information especially valuable to operating engineers who actually handle anhydrous ammonia.

## Shifting of Stock

Because of the nature of the commodity, demand for it is greater during the summer months than at any other time. Occasionally, in extremely warm weather, heavy withdrawals of stock are made from certain of the public warehouses. It is then necessary to ship—that is, shift—stock from one warehouse having a sizable inventory to another where stock is low, so customers will be assured of prompt deliveries sufficient for needs. This is one of the outstanding service features of maintaining spot stocks in warehouses at conveniently located points. There is no particular limit on the distance spot stock may be shifted. The house may, for example, find it expedient to move some stock from the warehouse in Texas to one in Alabama.

According to Raymond G. Hassel, the company's traffic manager for the past ten years, the company during that period has not made any change in its public warehouses because of unsatisfactory service. Any changes made have been for other reasons.

Mr. Hassel's conception of an "ideal" warehouse he defined, in substance, as follows:

"One operated as though the warehouseman were the company's own employee and living up to his original promise to give good service. The 'ideal' warehouseman will submit his reports promptly and in legible writing—preferably typewriting—such reports to contain all the necessary information outlined by the company. In cases where the warehouseman's reports cover statements, these should be complete as to details."

The company uses motor freight lines when necessary, selecting that transportation service which is especially prepared to give the company the best service for the occasion. Decision as to the particular transportation service to be used is made for each shipment.

Mr. Hassel, who is 36, manages traffic operations covering both domestic and foreign fields. He came into the company's employ, through the traffic department, sixteen years ago. Intent on mastering the theory as well as the practical details of this department, after

(Concluded on page 102)

**SALT LAKE CITY, UTAH**

**Merchandise Storage and Distribution**  
Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space  
Insurance Rate 14 Cents

**JENNINGS-CORNWALL WAREHOUSE CO.**  
Salt Lake City, Utah

Represented by  
**DISTRIBUTION SERVICE, INC.**  
New York—Chicago—San Francisco

**SALT LAKE CITY, UTAH**

Storage — Distribution — Service

**M. A. KEYSER FIREPROOF STORAGE CO.**

328 West 2nd South

75,000 square feet space. Reinforced concrete and brick with office or dock space, also U. S. Customs bonded space. In center of loading district. Free switching. Private siding.

Unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for loans. In storage. Free P. & D. service over rail and truck lines.

Member AWA—NFWA—UWA—AWI

**SALT LAKE CITY, UTAH**

**MOLLERUP MOVING AND STORAGE CO.**

Operating  
**MOLLERUP VAN LINES**

Warehousing, Local and Long Distance Moving. Shipments handled from all parts of the U. S. Bonded and Insured.

J. A. MOLLERUP, Manager

**SALT LAKE CITY, UTAH**

"This is the Place"

**FOR BETTER SERVICE**  
**SECURITY STORAGE & COMMISSION CO.**

230 S. 4TH WEST STREET  
Over 30 Years Experience

Merchandise Warehousing - Distribution  
Sprinklered Building - Complete Facilities  
Lowest Insurance Cost - A.D.T. Watchman Service  
Office Accommodations - Display Space

Represented by American Chain of Warehouses, Inc.  
New York Chicago  
250 Park Ave. 85 W. Jackson Blvd.

MEMBER:  
A.W.A.—U.W.A.

**NORFOLK, VA.**

Established 1892

**SOUTHGATE**  
**STORAGE COMPANY, Inc.**



MEMBER:  
A.C.W.  
A.W.A.  
S.W.A.  
U.S. C. & C.

For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

Write for Booklet—"7 POINT DISTRIBUTION"

**RICHMOND, VA.**

**59 YEARS OF UNINTERRUPTED AND EXPERT SERVICE**

**BROOKS TRANSFER and STORAGE CO., Inc.**  
1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—810,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States East of Mississippi River—Freight Truck Line.

Member of S. W. A.—N. F. W. A.—A. V. L.—A. T. A.

**RICHMOND, VA.**

**STORAGE**  
**HOUSEHOLD**  
**GOODS**

**OBJECTS OF ART**  
**FURS - RUGS**  
**VALUABLES**

**THE W. FRED. RICHARDSON**  
**Security Storage Corporation**

PACKING FOR SHIPMENT

Local and Long Distance Movements

ESTABLISHED 1897

Agent for Allied Van Lines, Inc.

**RICHMOND, VA.**

"Here, There and Everywhere"

**TANNER'S**  
**TRANSFER & STORAGE**

General Office: 2617 Fourth Ave.

Specializing in the movement of household furniture and office equipment. Warehouse with a private railroad siding right to the door. Distribution of household goods pool cars. Members of A.T.A., V.H.U. Assoc., N.D.A.

**LYNCHBURG, VA.**

C. GILBERT, Owner and Mgr.

**Gilbert Storage & Transfer Co.**  
60 7th STREET

Pool Car Distribution of Merchandise and Household Goods.

Sprinklered Building with Automatic Fire Alarm.

Household Goods Transferred

**RICHMOND, VA.**

160,000 Sq. Ft. Space

**VIRGINIA BONDED WAREHOUSE CORPORATION**

ESTABLISHED 1908

1709 E. CARY ST.

**U. S. BONDED & PUBLIC WAREHOUSES**  
**MERCHANDISE STORAGE & DISTRIBUTION**  
**INSURANCE RATES 20c PER \$100 PER YEAR**

Member A.W.A.

BUILDINGS SPRINKLERED

**NORFOLK, VA.**

HOUSEHOLD AUTOMOBILE STORAGE MERCHANDISE

**NEW-BELL STORAGE CORPORATION**

NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE  
30,000 SQUARE FEET PRIVATE RAIL SIDING

Lowest Insurance Rate in Norfolk. Pool Car Distribution  
WE SPECIALIZE IN MERCHANDISE STORAGE  
AND DISTRIBUTION

AGENTS AERO MAYFLOWER TRANSIT COMPANY  
Member M.W.A. & S.W.A.

**ROANOKE, VA.**

**H. L. LAWSON & SON**  
**Finance and Storage**

**Pool Car Distributors**  
**General Merchandise Storage**

**421-25 EAST CAMPBELL AVE.**  
**ROANOKE, VIRGINIA**

**ROANOKE, VA.**

**ROANOKE PUBLIC WAREHOUSE**

Capacity 500 Cars

Private Railroad Siding



Automatic Sprinkler

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

ATTENTION  
WAREHOUSEMEN

Every month

New warehouse users of all types are being added to the list of D and W readers.

should list the major industries by states, showing the raw materials and supplies purchased



## SEATTLE, WASH.

**ABC STORAGE CO.**Estab.  
1909We Make a Specialty of Storage for  
Agents, Brokers, and General  
Business HousesPrivate Siding. Shipments Via Any Railroad. Pool Car Dis-  
tribution. Sales Representation. Labeling, Grading, Sorting,  
Motor Freight  
Terminal

Boxing.

304 So. Alaskan  
Way

## SEATTLE, WASH.

**EYRES TRANSFER AND WAREHOUSE CO., Inc.**  
SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet

INSURANCE .133 Cents per \$100.00

GENERAL STORAGE AND DISTRIBUTING SERVICE  
OPERATING 65 AUTOS Since 1889  
Members of NFWA—ACW—WSWA

## SEATTLE, WASH.

**LET LYON GUARD YOUR GOODS****Northwest  
Distributors**

Seattle—Tacoma—Portland

Seattle, 2030 Dexter Avenue  
Dean C. McLean, Mgr.

## SEATTLE, WASH.

**OLYMPIC WAREHOUSE  
& COLD STORAGE CO.**

J. R. GOODFELLOW, Pres.

FACILITIES—Cold Storage, 144,000 cu. ft.; Dry storage,  
66,000 sq. ft.; Rentals, 20,000 sq. ft. Fireproof, brick const.;  
Sprinkler system; Insurance rate: 12.8c. Siding connects with  
all rail lines.SERVICE FEATURES: Bonded U. S. Customs; State; State Liquor  
Control Board. Pool car distributors. Office rentals (modern  
facilities, nominal rentals, telephone and stenographic service).REPRESENTED BY—Central Distribution Bureau: Chi-  
cago and New York.ASSOCIATIONS—A.W.A. (C.S.); Wash. State Whsmns. Assn.  
OTHER DATA—Our negotiable warehouse receipts are accepted by  
banks as collateral for loans against merchandise stored in our warehouse.

OLYMPIC

1203 Western Avenue

Tel. Seneca 2466

Established 1931

Incorporated

## SEATTLE, WASH.

**ARE YOU TIRED**of dealing with warehouses too large  
to serve you properly?**PIKE WAREHOUSE COMPANY**  
SERVES INDIVIDUALLY

Complete Warehouse Service at Seattle

## SEATTLE, WASH.

**TAYLOR-EDWARDS  
Warehouse & Transfer Co., Inc.**Free switching service—Low insurance rates  
Associated with leading warehouses through  
DISTRIBUTION SERVICE, INC.

New York

Chicago

San Francisco

Members of—American Warehousemen's Assn.; National Furniture Warehousemen's  
Assn.; Washington State Warehousemen's Assn.

## SEATTLE, WASH.

**UNITED WAREHOUSE COMPANY**

1990 Railroad Avenue

GENERAL MERCHANDISE  
STORAGE100,000 sq. ft. capacity  
Established 1900POOL-CAR  
DISTRIBUTORSU. S. Customs Bond  
Free Switching

## SEATTLE, WASH.

**WINN & RUSSELL, INC.**

1014 Fourth Ave., South

General merchandise storage and distribution



Located in the center of wholesale and jobbing district

Low insurance rates Office and desk space

Member—A. W. A.—Allied Distribution, Inc.

## SPOKANE, WASH.

OPERATING WAREHOUSES  
IN PRINCIPAL CITIES OF THE WESTSatisfaction  
Assured**BEKINS**  
MOVING & STORAGE CO.  
S. 151 Adams St.  
EARL J. GREIBLING, Mgr.

(Concluded from page 100)

becoming associated with the firm, he enrolled in and completed the transportation course in the Wharton School, University of Pennsylvania. Ten years ago the company appointed him its traffic manager.

Mr. Hassel is well known in Philadelphia's transportation field because of his connection as a director of the Traffic Club of Philadelphia. He is a director of the Commercial Traffic Managers of Philadelphia, and a member of the Chemical Club of Philadelphia and of the Foreign Traders' Association of Philadelphia. A resident of Collingdale, a suburb of Philadelphia, he says his real hobby in life is his family, consisting of wife and two children—a girl of twelve and a boy of seven years, whose activities afford him plenty of relaxation. Besides, Mr. Hassel finds time, occasionally, in season, for both ocean and river fishing, resorting to the nearby Atlantic coast for the former and to the Delaware for the latter. Camping, too, comes within his vacation periods, and his choice for this form of diversion is the eastern shore of Maryland.

Bower Chemical, which has used public warehouses since 1903, was established in 1858 by Henry Bower, a pioneer in chemical developments and production and father of William H. Bower, the firm's present head. The company makes a variety of chemical commodities but anhydrous ammonia is the only one marketed through public warehouses.

The company is independently conducted by members of the Bower family and their associates. Factory and home office are at Gray's Ferry Road and 29th Street and the officers are William H. Bower, president; Henry Bower, a grandson of the founder, vice-president; Sydney Thayer, a grandson of the founder, secretary and treasurer; and Edmund Rowland, assistant secretary-treasurer.

by each. This will be helpful to manufacturers and warehousemen alike and you, the pub-

**SPOKANE, WASH.**

Consign to  
**SPOKANE TRANSFER & STORAGE CO.**  
A. W. A. 308-316 Pacific Ave. N. F. W. A.  
**Merchandise Department** Largest Spot-Stocks in the "Inland Empire." (67,000 sq. ft.)  
**Household Goods Dept.** Assembling and distribution of pool and local shipments. Agents for JUDSON.  
Member of American Chain of Warehouses

W. B. Fehle  
Sady.

**Pacific Storage & Transfer Co.**

**Drayage Storage Distribution**  
Located in Center of Wholesale and Jobbing District  
General Merchandise Storage



**HUNTINGTON, W. VA.**

**THE SHIPPING CENTER for 4 STATES**

Ohio Kentucky Virginia West Virginia  
Huntington is the shipping center of four states. From it you can reach Southern West Virginia, Southern Ohio, Eastern Kentucky and Northern Virginia by five railroads, the Ohio River and paved highways leading in five directions.  
A first class warehouse for your goods; private side track from any railroad entering city—no switching charge; our own trucks and a competent force of employees. All at a cost that is surprisingly low yet everything is convenient for your warehousing needs.

**HUNTINGTON WAREHOUSE CORP.**  
1639-41-43-45 Seventh Ave., Huntington, W. Va.  
Member of A.C.W.—A.W.A.

**GREEN BAY, WIS.**

**LEICHT TRANSFER AND STORAGE CO.**

Established 1903  
100 South Broadway  
**Merchandise Distributors and Household Goods Forwarders.**  
Haulers of Cement and Contractors Equipment and Heavy Machinery to All Points.  
U. S. Customs, Warehouse, State and Public Bonded.  
Waterfront Facilities: Private Siding CB&W.  
Wood Pulp a Specialty. Pool Car Distribution.  
Members of MayWA—WisWA

**LA CROSSE, WIS.**

**La Crosse Terminal Warehouse Co.**  
**GENERAL STORAGE**

We make a specialty of storage and pool car distribution for agents, brokers, and general merchandise houses.  
Free switching service  
Large fleet of Vans and Delivery Trucks  
We give prompt service  
**430-434 SOUTH THIRD STREET**

**MADISON, WIS.**



**The Union Transfer & Storage Co.**

MRS. ROBERT M. JENKINS, Pres.  
State Bonded Warehouse on Private Switch  
Fireproof Building 85,000 Square Feet  
Pool Car Distribution by Truck or Rail  
Private Siding Milwaukee Road.  
Free Switching All Roads  
Established 1895

**ATTENTION DISTRIBUTORS**

For the past eight months new warehouse advertisers have appeared in each succeeding issue of D and W — Don't depend on the Annual Warehouse Directory issue alone.

**Average Occupancy Provisionally 61.5% at Close of December**

THE title "Warehouse Occupancy Experiences Its Usual End-of-the-Year Improvement" on page 141 of the January *DandW* has proven, in the light of figures subsequently made public by the Government, to have been more optimistic than the conditions warranted.

Merchandise warehousing's occupancy "curve" had been ascending—from 61.0% (average for entire country) at the end of July to 61.3% at the close of August, to 61.7% on the last day of September, and to 61.8% at the end of October. In the past years such a rise during the months mentioned had generally been followed by continued ascendancy in the last two months of the final quarter.

But the January release of the Bureau of the Census of the Department of Commerce showed an average of 61.7% at the close of November, or a decline of one-tenth of 1% from the October figure. And now the Bureau's newest release (February's) indicates a further recession as of date of Dec. 31, as the provisional mark for the final day of the year is 61.5%, or a decline of three-tenths of 1% from the October figure.

Comparisons show that month by month throughout 1936 the percentage figures were lower than those of either 1935 or 1934, but 1936's figures for January, March, April and May were better than the corresponding ones in 1933.

Last November's 61.7% compares with 62.3% reported on Nov 30 of the previous year. The provisional mark of 61.5% on Dec. 31 compares with 62.2% on the corresponding date in 1935.

Dec. 31st's provisional 61.5% is a recession of two-tenths of 1% from the level reported for Nov. 30, but the Bureau's latest release shows that this decline was not reflected in Vermont and New Hampshire and Connecticut as a group, in Massachusetts, in a small part of the New York metropolitan district, and in Pennsylvania, Indiana, Illinois, Wisconsin, Minnesota, Missouri, outside of Kansas City and St. Louis, North and South Dakota, Kansas, the grouping of Maryland, Delaware and District of Columbia, and in Louisiana, Idaho-Wyoming, Colorado, and the grouping of Arizona and New Mexico and Utah, all of which reported advances. North and South Carolina grouped were recorded as unchanged. The greatest gain was 8.5% in North and South Dakota grouped.

**Tonnage**

The tonnage reports (final figures) covering November show a total arriving volume of 406,502 tons, of which 323,467, or 79.6%, entered storage, the balance being delivered on arrival. This 79.6% compares with 79.2% for November of the previous year.

During this past December the (provisional) tonnage reports indicate the arriving volume totaled 446,299 tons, of which 367,453 tons, or 82.3%, entered storage, the balance being delivered on arrival. This (provisional) 82.3% compares with 80.9% for December of 1935.

In 1936, records suggest, the percentage of tonnage which entered storage, out of total volume received, was generally smaller than during 1935. June, October, November and December of 1936 were exceptions.

fishers, are bound to cash in one way or another. I don't think this is an unreasonable request,

## MILWAUKEE, WIS.

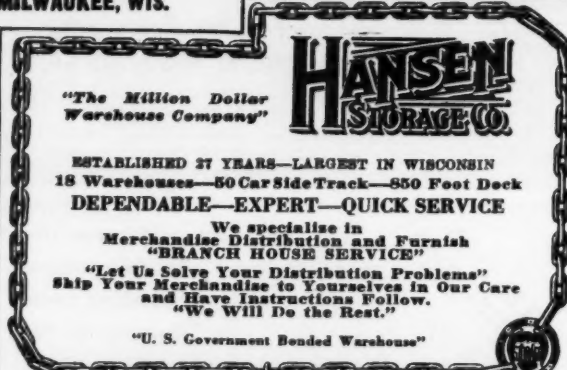


*in Milwaukee*

United States Government  
Bonded. State of Wisconsin  
Licensed and Bonded.

**ATLAS STORAGE CO.**  
Division of P&V-Atlas Industrial Center  
710 W. VIRGINIA ST. MILWAUKEE, WISCONSIN  
Represented by DISTRIBUTION SERVICE, INC.  
New York—100 Broad Street Chicago—219 E. North Water Street  
San Francisco—625 Third Street

## MILWAUKEE, WIS.



**HANSEN STORAGE CO.**

"The Million Dollar Warehouse Company"


ESTABLISHED 27 YEARS—LARGEST IN WISCONSIN  
18 Warehouses—50 Car Side Track—550 Foot Deck  
DEPENDABLE—EXPERT—QUICK SERVICE

We specialize in  
Merchandise Distribution and Furnish  
"BRANCH HOUSE SERVICE"

"Let Us Solve Your Distribution Problems"  
Ship Your Merchandise to Yourself in Our Care  
and Have Instructions Follow.  
"We Will Do the Rest."

"U. S. Government Bonded Warehouse"

## MILWAUKEE, WIS.



**LINCOLN**

FIREPROOF WAREHOUSE CO.  
WAREHOUSE SERVICE OF EVERY DESCRIPTION  
RAILROAD SIDINGS AND DOCKING FACILITIES  
LOCATED IN HEART OF BUSINESS DISTRICT  
OFFICES: 206 W. HIGHLAND AVE.  
Member of A.W.A.—W.W.A.—N.F.W.A.

## MILWAUKEE, WIS.



**Why not investigate?**

• When you ask for and obtain another's experience, you feel, naturally, you have secured the best information you can get. You should be interested in what a warehouseman's customers have to say about performance and the service he receives—about facilities—willingness to adjust operations to meet varied requirements on reasonable terms, unfettered by old fogey ideas. May we give you a list of National distributors who have invited us to use their names? Investigate us—we welcome it!

**NATIONAL WAREHOUSE CORPORATION**  
"Milwaukee's Finest"

C. & N. W. R.R. SIDING  
Members: Associated Warehouse, Inc.  
American Warehousemen's Assn.  
Wisconsin Warehousemen's Assn.

LICENSED BONDED



A Solid Block of Responsible Warehousing

## RACINE, WIS.

**In Racine!**

The Racine Terminal Warehouse offers every storage and distribution facility. Modern fireproof building especially built for warehouse service. Motor freight terminal. Private rail siding. Dock facilities. Experienced and responsible management.

Merchandise Storage—Moving—Packing—Shipping

**RACINE TERMINAL WAREHOUSE & TRANSFER COMPANY**  
1 to 7 Main Street, Racine, Wis.

## Back of Letterhead Effectively Utilized by Dunn Company

SHOWN herewith is not a legal document or an insurance policy but suggests a way to give that very impression to those who receive mail from the D. W. Dunn Co., Boston.

The usually blank space on the back of letterheads thus serves a fine purpose. In this case the company utilizes the entire back of the letterhead to denote the legal documentary idea. The letterhead is divided it into three parts, so arranged that, when folded three ways, a separate advertising message appears at each section.

The "Safety Is Our Policy" idea shown herewith ties up nicely with the legal border and the desire to impress prospects with the responsibility and stability of the Dunn organization.



**SAFETY**  
IN OUR  
**POLICY**  
for  
Every Customer

PACKING MOVING  
D.W. DUNN CO.  
STORING SHIPPING

Main Office  
48 BROMFIELD STREET  
Tel. Hancock 3333

Warehouse  
2175 WASHINGTON ST.  
Tel. Endicott 4706

BOSTON, MASS.

## Dr. Semple Again Heads Cincinnati Terminal

Dr. W. T. Semple was reelected president of Cincinnati Terminal Warehouses, Inc., Cincinnati, at the recent annual meeting of the directors. Other officers reelected include R. G. Culbertson as managing director, Charles W. Ireland as secretary and W. E. Fox as treasurer.

Earlier the stockholders had met and elected directors. The newcomers to the board are Webster Harrison, who succeeds his father, the late Charles B. Harrison; and Este M. Lea, president of Ferro Concrete Construction Co., who replaces the late Tylor Field.

## Sartain and Hannemann Form West Coast Co.

Frank R. Sartain and Carl A. Hannemann, widely known in the freight forwarding industry, have organized West Coast Freight Co., Inc., with headquarters at 646 West 36th Street, New York City.

The new firm will specialize in the forwarding of household goods and automobiles in consolidated cars and lift vans by rail and water to Pacific Coast points and also will do a general freight forwarding business to European points.

but would like to know what the rest of your readers think about it". Thank you, for your



# CANADA

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE

## JOHNSTON

National Storage, Ltd.

STORAGE — CARTAGE

FORWARDING — DISTRIBUTING

*You Can Buy No Better Service*

OTTAWA, ONTARIO

A. Godfrey Fournier, Pres. &amp; Gen. Mgr.

Fournier Van & Storage, Ltd.  
114 RIDEAU ST.Household Goods Storage, Moving and  
PackingThree warehouses—Private Siding—Free Switching all roads.  
Ottawa's Oldest and Most Reliable Crating House.  
Established 1883

THOROLD, ONTARIO

DISTRIBUTE IN CANADA

FROM THE WELLAND SHIP CANAL AREA

A terminal point for all the Canadian package freight lines; New York State barge canal and direct shipping to ocean ports. We offer the most central location in Canada for distribution by water. Also Canadian National Railways and trucking connections.

INDUSTRIAL SITES AVAILABLE. INQUIRIES INVITED.

NIAGARA DISTRICT WAREHOUSE and FORWARDING CO., Ltd.

Dee Heads Wichita Group

The Wichita Warehouse and Transfermen's Association at its annual meeting on Jan. 26 elected officers as follows:

President, J. F. Dee, Yellow Cab Transfer &amp; Storage Co.; vice-president, M. E. Cuykendall, general manager of Brokers Office &amp; Warehouse Co.; secretary-treasurer, Charles F. Potter, Peoples Transfer &amp; Storage Co.

Grapefruit Juice o o o

Florida and Texas grapefruit juice canners are being requested by the Agricultural Adjustment Administration to make offers to sell grapefruit juice for relief distribution to the States through the Federal Surplus Commodities Corporation. An initial purchase of 200,000 cases is sought from canners in Florida and 10,000 cases from canners in Texas. Similar offers will be requested at intervals of two weeks. Offers are expected to aggregate about 1,500,000 cases.

Growers, according to AAA requirements, will be paid by the canners 31 cents per standard field box in Florida and a tree price of \$7.50 a ton in Texas.

Grapefruit production this year is placed at 28,383,000 boxes, compared with 18,516,000 boxes a year ago. About half of this year's crop in Florida will be canned.

*frankness, Mr. Sales Manager, and we hope those who answer you will be just as frank.*

TORONTO, ONTARIO

## TERMINAL WAREHOUSES LIMITED

SUCCESSORS TO

CANADIAN RAIL &amp; HARBOUR TERMINALS LIMITED

Foot of York St., TORONTO, Canada

CANADA'S FINEST WAREHOUSE

Cold

STORAGE

Dry

1,000,000 square feet of floor space, 2,200 feet of docks and transit sheds and 6,000 feet of railroad sidings. General storage; Bonded and Free Storage; Cold Storage; Office and Display Space; Lowest Insurance. Transportation to every part of the Province and Dominion.

Free Switching.

Pool Cars to All Major Distributing Points

TORONTO, ONTARIO

C. F. B. Tippet, Pres.

## Tippet-Richardson, Ltd.

218 FRONT STREET EAST

TORONTO, ONT.

Furniture  
StorageCrating  
and ShippingLong Distance  
Moving

MONTREAL, QUEBEC

## Morgan Trust Company

Furniture  
StorageTwo  
WarehousesFor 90 years  
connected with Montreal business.All consignments  
to us will receive most careful  
attention.

1455 UNION AVENUE



MONTREAL, QUEBEC

Established 1908

W. G. KENWOOD, Pres. &amp; Man. Dir.

## Westmount Transfer & Storage Ltd.

205 Olivier Ave., Westmount, P. Q.

LOCAL AND LONG DISTANCE MOVERS

Private Room System for Storage

CRATING, PACKING and SHIPPING

Charges Collected and Promptly Remitted

Member: N. F. W. A., C. B. &amp; T. A.



# MEXICO

MEXICO, D. F. (MEXICO CITY)

BODEGAS CHOPO, S.A. (MDSE &amp; HHG) Apartado (P.O.B.) 1144

Pres. &amp; Gen. Mgr., H. ROSENSTEIN

Modern, Fireproof Whsees.

Connected with all Mexican RR's

Storage of General mds. Forwarding, Packing furniture

Consular Invoices, Assoc. NFWA

Correspondent Security Storage Co., Washington, D. C.

## Written Especially for You!

.... 64-page book on **TRAFFIC MANAGEMENT**

Read about "The Traffic Manager who Saved his Year's Salary in a Month"—"The Story of a Town that Hired a Traffic Manager"—the new opportunities in the Traffic field—and the simple, scientific home-study *training*, prepared in collaboration with 175 of America's foremost traffic authorities, which can qualify YOU to assume the well-paid, important management duties every ambitious man wants! LaSalle has prepared this elaborate, illustrated booklet in order to tell you, without obligation, how to realize a real career in Transportation. It is informative and valuable for clerk and Traffic Manager alike—and it is yours for the asking. So write for it today.

Address Dept. 362-T

**LaSalle Extension University, Chicago, Ill.**

**Economical**

...twice as far for half as much....

No Diesel can be any better than its FUEL SYSTEM

Read the record

**CUMMINS DIESELS**

CUMMINS ENGINE CO., 1502 WILSON ST., COLUMBUS, IND.

### Shipside Firm's Rail Connections

The railroad on which Shipside Storage Company, Inc., New Orleans, has a private siding was erroneously abbreviated in Shipside's listing on page 152 of the 1937 Warehouse Directory (January issue of *DandW*).

The Louisiana Southern is the railroad, and the abbreviation "LaSouRy" should have appeared in the listing—instead of "L&Ark—SouRy," which mistakenly informed Directory consultants that the firm has a siding on the Louisiana & Arkansas well as on the Southern.

The Louisiana Southern connects with all railroads serving New Orleans, thus affording Shipside full switching service.

### Jones Firm in Norfolk Adds a Cold Storage Division

Announcement is made by Arthur P. Jones, president of Jones Warehouse Company, Norfolk, that the latter firm's merchandise storage facilities have been supplemented with a cold storage division under the title Virginia Ice & Freezing Corporation, of which he is in direct charge.

The new organization's plant, of reinforced concrete with deep water and rail connections, contains 600,000 cubic feet of cooler and freezer space equipped to furnish desired temperatures from zero up and to meet all cold storage requirements.

Mr. Jones has had broad experience in refrigerated warehousing, as he was president of Jones Cold Storage Corporation from 1929 until he severed his connections last July.

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